



■ spotlight

December 2009 Vol. 42 No. 12

*Happy
Holidays*





Roger Smith
President & CEO
AIL & NILICO

Blessings

The end of the year is often a time we gather with our families, friends, co-workers and neighbors to celebrate the holiday season and to reflect on the blessings, both large and small, in our lives.

Whether of hope, joy or peace, they stand out in the chapters of the "My Life" book we all write. They are what make the story worthwhile.

There are blessings we may take for granted. We live in a free country and we are free to make a good living – and a good life – for ourselves and our families. Being able to set goals and work toward fulfilling our dreams are every day blessings we should not ignore.

Last December in these pages, I noted that for the first time in company history we surpassed the \$100 million mark in sales. And, I predicted that we'd blow past that figure in 2009 by a much larger margin. You didn't disappoint me! Though the year isn't over, we've already far surpassed last year's numbers.

In boom times, this would be something to celebrate. But in a recession, that fact makes us stand out from all the other businesses. Incredible!

Thanks to your tremendous dedication, and the mission we fulfill of serving working families, the Company continues to grow and flourish. "Opportunity Unlimited" is nothing short of a blessing in "My Life" story, and I hope yours.

As we pause during the holiday season to reflect upon our accomplishments during 2009, we look forward to a prosperous and happy new year in 2010. But, let us not forget the hundreds of thousands of working families we serve. Let us rededicate ourselves to serving those families. Let us recommit ourselves to the values of service and hard work that make our Company, and the products it provides them, a real blessing to these families.

From all of us here at AIL/NILICO, may you have a wonderful and blessed holiday season and a successful 2010!



American Income Life Insurance Company has been meeting working families' needs for over half a century. We are a leader in the union insurance market and are totally committed to meeting the needs of union members through personal one-on-one service and complete Home Office customer support. You can count on AIL to do what it says it will do.

■spotlight

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SGA CAREER TRACK

New Markets Opening & Expanding

There is a growing need for ambitious leaders.

AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an e-mail to: futuresga@aillife.com.

TOTAL BONUSES PAID OUT

This month AIL and NILICO paid a total of \$1,705,046.77 in bonuses. For more information on the monthly bonuses, turn to Page 4.

Total: \$1,705,046.77

REQUIRED RETENTION RATE

Effective Jan. 1, 2010, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first eight months. The rates listed below are for *Spotlight* recognition only.

Retention: 68.0%
Net to Gross: 78%

DATES TO REMEMBER

Wednesday, January 27th, 2010, all business and PR credits must be at Home Office to count for January production.

MILLION DOLLAR CLUB

Another champion, another milestone:



We salute **Omar Hashimi** from the Jatoft-Foti Agency, who qualified for the Million Dollar Club in November of 2009 with \$1,012,981 of Net ALP.

Omar will receive a bonus of \$5,000 and the Million Dollar Club Award on stage at the 2010 Convention in New York.

Omar, congratulations on your achievement.

FOUNDER'S CLUB November 2009 Qualifiers

Outstanding Producers & PR Representatives:



Samson Adelufosi
Giglione Agency
2nd Qualification
\$52,431 Net ALP
79.2% Ret



Brock Lampee
Altig-Orlovic Agency
3rd Qualification
\$56,852 Net ALP
79.1% Ret



Malka Arony
HO PR Arizona
4th Qualification
14,496 Cards/Groups

CORRECTIONS

The Promotions page of November's Spotlight incorrectly listed the location of the Fred Hadayia Agency; the agency is actually in Pennsylvania.



BONUS

PG. 04



NEW LAB MEMBERS

PG. 06



CONTEST RESULTS

PG. 07



2011 CONVENTION QUALIFICATION

PG. 09



ROGER SMITH RECEIVES AWARD

PG. 10



LOOK FOR ME!

LOOK FOR THE ASTERISK

The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2010 Awards Presentation, are: the top SGA from each category based on the percentage of Net ALP objective, the top three PR Managers, the top two PR Representatives from each category, the top two RGAs, the top five MGAs, the top five GAs, the top SA, and the top ten Individual Producers. You can view the 2010 Convention Qualifications online at www.aillife.com or www.nilife.com. *Check your production! If there is an asterisk by your position, you could be on your way to New York City, staying at the fabulous Sheraton New York Hotel and Towers, and appearing on stage! The convention will be held May 16-19, 2010.*

LEADERSHIP BONUS

Qualifier	Amount	SGA
Ben Halali	\$30,265.88	Jatoft-Foti
Stephen Hill	28,049.84	Steve Friedlander
Wayne Fader	22,842.57	Marc Rosen
Ernesto Magat	17,131.70	Jatoft-Foti
Stephen Jubrey	12,744.92	Oldham-Bianchi
Lorenzo Lameko	9,643.88	Steve Friedlander
Hal Herman	8,640.98	Oldham-Bianchi
T J Powers	8,625.87	Simon Arias
Brett Gryska	8,431.42	Oldham-Bianchi
Karen Gagarin	7,847.71	Jatoft-Foti

REINSTATEMENT BONUS

Qualifier	Amount	SGA
Sami Mogannam	\$3,696.51	Jatoft-Foti
Debra Bell	1,956.83	Bob Olson
Lance Martin	1,272.18	Surace-Smith
Scott Patterson	951.18	Joseph Diecedue
Arthur Westergren	888.42	Williams-Zophin
Peter Kaplanis	773.02	Josh Chalom
Consuelo Dominguez	726.72	Theodore Pappas
Keith Broadnax	683.85	Tyrone Conard
Frank Kolligian	608.22	Slav Bitman
Carlo Bonifazi	574.71	Bob Olson

WORLD'S GREATEST BONUS

Qualifier	Amount	SGA
Omar Hashimi	\$6,117.38	Jatoft-Foti
Robert J Dunn	4,999.34	Surace-Smith
Lesina Ah Sue	4,038.53	Steve Friedlander
Tibor Simon	3,794.75	Altig-Orlovic
Erez Shabtay	3,632.75	Cohen-Cohen
María Rocha	3,376.64	Jatoft-Foti
Ross Ewen	3,277.71	Scott Rehberg
Lily Tchen	3,139.08	Cohen-Cohen
Raymond Angeles	3,133.60	Altig-Orlovic
Robert Ulreich	3,063.49	Jatoft-Foti

Bonus Total: \$1,705,046.77

Agency Director of the Month

Leaders growing leaders!
Domenico Bertini

He had 170% Growth with an increase of over 1 Million Dollars of ALP!

Congratulations on this unbelievable ACCOMPLISHMENT three months in a row!



■ Outlook



Rob Falvo

Senior Vice President of Field Operations

REAL Success

We all need help. We need guidance for our journeys through life. Even the most successful of us need reminders of what has led us to whatever we have accomplished. We need to rethink. We need to refocus.

How can we get where we still need to go? And how can we best convey to others what it takes to get there together? What is it to achieve success? How can we strive for excellence and at the same time thrive as happy, fulfilled human beings?

The quest for success should be an exciting and fulfilling adventure. It should be refined and enhanced by a broader perspective of what it takes for success at life. Only then can we attain the sort of harmony and balance necessary for true happiness and success.

Plato said Socrates was convinced that most of us approached life backward. We give the most attention to the least important things and the least attention to the most important things. It was his firm belief that "wealth does not bring about excellence, but excellence brings about wealth and all other public and private blessings for men." It was the state of our souls that was most important to Socrates. The inner life of each person. Greatness of spirit. Wisdom. Inner Excellence.

When we give precedence to the inner, both inner and outer fall into place. When we follow the opposite course, nothing will give us what we truly need.

We have here a framework for success that proves you don't have to sell out to move up. It allows for the best possible state of our souls. And it works.

There are four conditions of success. Four components of a successful mind-set. Four means to a successful life.

These are not, however, just "Things to Be Done on Monday So That Success Can Be Had on Tuesday." They are conditions we need to incorporate into our lives every day. Or, at least, most days.

In this column, I will go over the first two conditions. We'll conclude this series next month.

Condition One: We need a clear conception of what we want, a vivid vision, a goal or set of goals powerfully imagined.

The first condition of success is that we develop a clear conception of what we want. An idea of where we want to go and a conception of what we want to become. It should be both clear and specific.

Everybody wants to be somebody, but not just anybody. We want our lives to count.

We want to accomplish something in this life. But what? How about you? What do you want to be? What do you want to do? Are you becoming it now? Are you beginning to do it already, in some small way? If not, why not? What are you waiting for?

If you are moving in a general direction you feel good about, are you making the sort of progress you think is appropriate?

Condition Two: We need a strong confidence that we can attain our goals.

When we set ourselves high goals, we always face a challenge. Fear can lead to failure; confidence to conquest. Which will we choose?

Life is a risk. Now, I'm not talking about bungee jumping or skydiving. Every day life is risky.

But the risks are so common, we're accustomed to them. They hardly ever cross our minds until we contemplate something new. A new job, a new relationship, a new set of goals.

Then we worry. What if I fail? What if...

What if? There are few guarantees in life.

There are lots of opportunities-if you're willing to take a chance, if you're willing to run the risk.

A lot of people say, "I've never done this before." Remember, the world is run by people who have never done this before.

There's a first time for everything. Run your own life and do it right. Whenever we set ourselves new goals, we face new opportunities for growth and development. But it is easy for doubt to rush in and catch up with us.

Next month, I'll discuss the final two conditions.

May God bless you and your loved ones this holiday season!

New LAB Members

American Income Life and National Income Life Insurance Companies are pleased to welcome five new members to the Labor Advisory Board.



Patrick Finley

Patrick D. Finley is General President of the Operative Plasterers' and Cement Masons' International Association of the United States and Canada. He also serves on the AFL-CIO Executive Council. He has been a Union member since 1979, when he joined Local 592 in Philadelphia. From 1989 until 1995, he served Local 592 as both Welfare and Pension Funds administrator and Apprentice Coordinator and Organizer. Rising up through the ranks, he has served his union as General Secretary-Treasurer, International Representative and Assistant to the General President.



Marc Perrone

A union activist for four decades, Anthony "Marc" Perrone is International Secretary-Treasurer to the 1.3 million-member United Food and Commercial Workers International Union. He monitors the union's finances and oversees stewardship of its pension funds. Perrone is a member of the International Foundation of Employee Benefit Plans' board of directors. He has served the UFCW as Region 1 Director and National Director of Strategic Programs, Collective Bargaining and Organizing and is on its International Union Executive Committee. Perrone earned his Bachelors degree in Labor Studies.



John Prater

Captain John Prater is the eighth president of the Air Line Pilots Association, International or ALPA. The largest airline pilot union in the world, ALPA represents 53,000 pilots who fly for 36 U.S. and Canadian airlines. During a 35-year career, Prater has flown various aircraft for passenger and cargo airlines. He is on the AFL-CIO's Executive Council and on the Executive Committee of its Transportation Trades Department. Currently a B-767 captain, Prater earned his bachelor's degree in meteorology from Parks College of St. Louis University.



Roberta Reardon

Actress Roberta Reardon is in her second term as the National President of the American Federation of Television and Radio Artists and is a Vice President of the AFL-CIO. She also serves on the Arts & Entertainment committee of the New York State Federation of the AFL-CIO. Reardon has held several local and national AFTRA offices and sits on the AFTRA Foundation Board of Directors. She is National Chair of the Network Code, Television and Radio Commercials and Non-Broadcast/Industrial/Educational contracts negotiations.



Elizabeth Shuler

The woman to hold the second highest position in the labor movement is AFL-CIO Secretary-Treasurer Elizabeth "Liz" Shuler. She formerly served as political and legislative activist for the International Brotherhood of Electrical Workers (IBEW) and was executive assistant to IBEW President Edwin D. Hill. Shuler worked for six years in Washington as an international representative in the IBEW's Political/Legislative Affairs Department. She has also worked in California and Oregon. A graduate of the University of Oregon, Shuler works for numerous women's and international causes.



PARIS CONTEST

The Eiffel Tower, the Arc de Triomphe, Notre Dame Cathedral, the Palace of Versailles, the Louvre Museum..... Will you visit these famous French landmarks yourself, or just get a postcard? The 6-day, 5-night tour of Paris is the prize in this year's contest. Keep working hard — we have four more months to go before the winners are declared!

All agents, managers and public relations people are invited to partake in the competition. The contest period is business or cards submitted and processed by Home Office between October 1, 2009 and March 31, 2010.

Contest winners will arrive in Paris on Monday, June 21 and depart Saturday, June 26.

Current Contest Leaders:

State General Agents

	Name	1st Six Month STD	Net ALP Growth	Code STD	Average
Cat I & II	Steve Friedlander	519.68%	392.24%	400.00%	437.31%
	Jatoft-Foti	153.94%	166.92%	115.79%	145.55%
	Marc Rosen	163.83%	126.59%	130.00%	140.14%
	Fred Hadayia	147.98%	126.31%	127.27%	133.85%
	Oldham-Bianchi	146.35%	139.07%	86.11%	123.84%
	Surace-Smith	115.77%	133.15%	120.59%	123.17%
Cat III & IV	Steve Greer	94.45%	94.83%	150.00%	113.09%
	Altig-Orlovic-Deley	98.37%	107.08%	183.33%	129.60%
	Williams-Zophin	146.75%	150.18%	88.89%	128.61%
	Allan Jennings	122.50%	107.61%	111.11%	113.74%
	Imran Satti	105.74%	103.71%	106.25%	105.23%
Cat V & VI	Simon Arias	96.24%	111.30%	105.56%	104.37%
	Steven DiChiaro	104.11%	87.72%	140.00%	110.61%

Managing Agents

	Name	Codes	Net ALP
RGA	Taina Lameko	41	\$275,588
	Alex Roland	14	86,665
	Sonny Gurney	20	64,064
	John Collins	13	57,096
	Mitch Duplantis	11	56,637
MGA	Stephen Hill	20	\$123,810
	Lorenzo Lameko	18	100,675
	Taina Lameko	16	64,791
	Brett Gryska	8	60,833
	Daniel Orr	10	57,880
	GA	Kilisimasi Segal	13
Theresa Setefano		10	68,056
Sita Pereira		10	62,227
William Smith		12	51,913
Peter Chung		3	34,324
SA		Simon Rolland	7
	Rita Charles	6	47,321
	Sarah James	10	41,639
	Vaaufiao Robertson	3	31,576
	Nicole Johnson	2	25,316

Personal Producers

Name	Net ALP
Marion Magat	\$54,620
Amir Sedaghat	52,429
Maria Rocha	50,475
Omar Hashimi	48,151
Lesina Ah Sue	44,910
Roghie Hassan Loo	44,543
Steven Stensrud	43,533
Robert Dunn	42,469
Ryan Kendl	40,699
Raymond Angeles	40,172
Mele Bigg	39,967
Elvis Obanor	39,204
Pafuti Toleafoa	37,571
Ross Ewen	36,119
Max Quasem	35,456
David Ramirez	34,801
Theresa Bellajaro	34,158
Terrence Asuncion	33,568
Taumaoc Maligi	32,941
Rocio Price	32,102

PR Reps

	Name	Leads
Cat I	Chuck Hill	10,618
	Rona Spano	5,286
	Vivian Dwyer	4,976
	Mark Gagliardi	3,548
	Donald Spohn	2,992
Cat II	Manon Brulotte	5,567
	Suny Robinson	1,843
	Michelle Korb	1,640
	Karen Apgar Scholz	1,409
	Lisa Pletincks	1,149
Cat III	Katherine Kidder	6,087
	Jason Beckman	3,014
	Tania Lipshamsymonds	2,265
	C J Briggie	1,869
	Brian Ryan	1,837
Cat IV	Ken Altizer	6,336
	Jason Ihle	2,681
	Emily Langthorn	2,176
	Stephen Castleman	2,065
	Steven Orcheron	1,947



PLEASE NOTE: All figures are Contest to Date beginning October 1, 2009 and ending March 31, 2010.

Retention is required for qualification. However, the results listed are for the top producers in each category irrespective of retention to show who is in the running in case their retention improves. Full qualifications can be found at www.aillife.com/arc/spotlight.aspx and www.nillife.com/arc/spotlight.aspx

Promotions

REGIONAL GENERAL AGENT

Noel Ables
Thomas Baurich
John Charlton
Kellen Cuttance
Teresa Guthrie
Stefanos LeBrasseur
Matthew Melhorn
Tibor Simon
Daniel V Smith
Huihann Wee

MASTER GENERAL AGENT

Rufus Cathey
Cassandra Gordon
Daniel Harrison
Gregory Henderson
Jesse Jardine
Amanda Johnson
David Kellebrew
Darren Kwong
Curtis Moreland
Marcus Noel
James Raymond
Joseph Teyssier
Alan Weissen
Marisa Willgruber

60%

GENERAL AGENT

Tomeka Butler
Thomas Carver
Muhammad Chaudhry
Lisa Hinton
Summer Miller
Ricky Newborne
Casey Palmer
Matthew Parks
Ryan Richardson
Joseph Rickard
Rodney Smith
John Young

57.5%

GENERAL AGENT

Christopher Freter
Bryant Hendley
Seth Holmberg
Henry Ingraham
Robert Kempner
John Kubiak
Jerckarra Page
Chris Richmond
Michael Schneider
Charles Steele

55%

SUPERVISING AGENT

Stephen Archer
Angela Archie
Charles Bosworth
Joel Camacho
Nicholas Collins
Marivic DeLosReyes
Michelle DeMoss
Ruben Fuentes
Cyndra Gather
Jon Gillmore
David Higa
Michael Howell
Tim King
Cara Lenard
William Liles
Ronald Montalvo
Christian Napiza
Ruby Parks
Bryan Peters
April Rodenborn
Louis Roman
Juan Sanchez
Charles Stofko
Kehea Stowers
Kyle Wrobel

52.5%

SUPERVISING AGENT

Hasani Anderson
Patrick Basque
Myron Bea
Svetlana Belkina
Lorraine Chaney
Robert Chobor
Myrna Cosman
Alesia Creason
Gwendolyn Davis-Yancey
Djenabou Diallo
Nicholas Elcock
Javier Esquivel
Amosa Faamanu
Michael Frank
Michael Fulkerson
Cortland Golightly
Mark Graham
Breanna Haller
Fredrick Hamilton
Troy Hill
Ben Hodges
Candice Kemp
Neal Koleske
Frank Kolligian
Paul Lawson
Eric Linerode
Rebecca McDowell
Jacqueline McHugh
Jonathan McKay
Vladimir Moskoventko
Joseph Quintons
Malcolm Redd
Kevin Reynolds
Lisa Richardson
Shongaia Robinson
Zbigniew Stankiewicz
Peter Stay
Sherri Stoklasa
Vicky Williams
Amanda Wolfgang

Anniversaries

26 Years of Service

Mark Hancock, SGA

20 Years of Service

Brett Hulme, PR

18 Years of Service

Judy Hinz, RGA

16 Years of Service

Earle Harris, Agent
Larry Williams, Agent
Jenny Williams, PR

11 Years of Service

Ruben Soberanes, Agent

10 Years of Service

John Franklin, RGA

8 Years of Service

Arnold Iacoviello, Agent
Larry Lozano, PR
Christy Starr, Agent

7 Years of Service

Andrew Bishop, RGA
Arthur Greene, MGA
Mathew MacCannell, RGA

Karen McQuoid, MGA
Denis St.Pierre, PR
Dustin Venekamp, SGA

6 Years of Service

Justin Germany, Agent
Ed Olfert, Agent
Amir Sedaghat, Agent

5 Years of Service

Sue Akers, PR
Heidi Diecedue, PR
Sebastian Kazek, MGA
Thomas Parker, MGA
T J Rowell, MGA
Anna Vaculikova, Agent

4 Years of Service

Simon Arias, SGA
Brandon Braun, MGA
Mark Corkrean, MGA
Bradley Ellison, MGA
Deborah French-Gorman, PR
Marilyn Gonzalez, PR
Theodore Greer, Agent
Garret Kun, RGA
Melissa Losk, Agent
Kelvin McDiarmid, Agent

3 Years of Service

Alberto Alcala, RGA
Richard Blake, MGA
Mario Andres Chavez, GA
Blake Higuchi, MGA
Jessica Ingerick, PR
Michael McIntosh, GA
Erin Moyer, MGA

2 Years of Service

Mina Afu, SA
Thomas Baurich, RGA
Dante Beasley, Agent
Jason Beyer, SA
James Conley, Agent
Robin Denham, PR
Michael W Ellis, MGA
Darron Hacker, GA
Larry Pereiro, MGA
Jorell Washington, Agent
Jamison Weatherspoon, MGA
Michael Weeder, SA

1 Year of Service

Travis Ammann, SA
Svetlana Astasheva, Agent
Trish Baraghoush, MGA
David Beard, Agent
Cynthia Blowemiller, Agent

Chad Brown, MGA
Adrian Bullens, SA
Willon Charles, SA
William Charnow, Agent
Vishwamitra Chetram, GA
Sangmi Choe, MGA
Zac Dajos, Agent
Asa Davis, SA
Jonathan Davis, MGA
Kevin D Davis, GA
Mario DePinto, GA
Consuelo Dominguez, Agent
Bonnie Ellingson, PR
Darlyne Exilus, SA
Vili Falefa, Agent
Masofa Falefatu, Agent
Jerid Ferranti, GA
Steven Fletcher, Agent
Austin Flowers, Agent
Alan Garber, Agent
Earl Gibson, Agent
Judas Godina, Agent
Danylle Guerrero, MGA
Maria Hansen, Agent
Melanie Hawes, Agent
Hal Herman, RGA
Serah James, SA
Jesse Jardine, MGA
Sherwyn Jeffrey, Agent

Neree Jones, Agent
Ryan Kendl, MGA
Timothy Kieran, MGA
Yenni Le, Agent
Wander Lima, Agent
Charlene Losse, SA
Matthew Maldonado, PR
Visham Mohip, SA
Jose Morel, SA
Jean Moser, Agent
Tony Nguyen, MGA
Nathanael Noel, Agent
Joshua Olin, RGA
Mario Rodriguez, Agent
Joey Sales, Agent
Rafael Sawin, SA
Amr Shater, SA
Lily Shipley, Agent
Danielle Swehla, Agent
Juanita Too, Agent
Lou Utumapu, SA
Brian Walker, MGA
Brian Wallace, SA
Debra Walton, SA



MIAMI

Fontainebleau Resort

For full qualifications go to:
www.aillife.com/arc/spotlight.aspx

2011 Convention

Sizzling sun, fun and Salsa with South Florida flair add up to a hot and spicy atmosphere for the 2011 Convention in the heart of magnificent Miami Beach. This is an event you definitely will not want to miss! Whether you desire some relaxing peace and quiet beneath tranquil blue skies or crave the pulsating action of Miami night life, the Fontainebleau Miami Beach Hotel is the resort for you! The 37-story complex is only three miles from famed South Beach. Its 22 scenic acres nestled beside the Atlantic Ocean boasts towering luxury accommodations, breathtaking views, 11 world class restaurants and night clubs, a deluxe spa specializing in thermal treatments, an oceanfront pool complex with private cabanas—all sure to please the most sophisticated traveler. Recent renovations retain the best features of Miami Beach's glamorous golden era while adding the most contemporary and high tech amenities for 21st Century visitors. It's a getaway destination you won't soon forget!

Qualification Requirements

Career Agents

Write \$80,000 of Net ALP as of December 31, 2010 AP&P report. For Career Agents contracted less than one year, the Net ALP will be prorated based on number of months contracted after the 6th month. Individual Producers can also qualify by writing \$100,000 of Net Annualized Premium as of December 31, 2010 AP&P Report. This includes Career Agents, SAs and GAs.

Supervising Agents

Write \$80,000 of Personal Net ALP as of December 31, 2010 AP&P report or write \$126,700 of First Six Months Agent Production Net ALP. The SA must also have at least 1 active First Six Months Agent as of December 31, 2010. Can qualify on Pro-Rated basis if contracted less than 1 year.

General Agents

Write \$80,000 of Personal Net ALP as of December 31, 2010 AP&P Report or write \$126,700 of First Six Months Agent Production Net ALP. The GA must also have at least 2 active First Six Months Agents as of December 31, 2010. Can qualify on Pro-Rated basis if contracted less than 1 year.

Master General Agents

Have \$253,400 of First Six Months Agent Production Net ALP and have at least 4 active First Six Months Agents as of December 31, 2010. We will allow any combination of Personal and First Six Months Agent Production Net ALP that add up to the total production requirement. Can qualify on Pro-Rated basis if contracted less than 1 year.

Regional General Agents

RGAs must have two MGAs who qualify for convention under the MGA guidelines. Alternatively, an RGA can qualify as an MGA with his/her own MGA agency production.

State General Agents

Must meet YTD SGA standards as of December 31, 2010.

Net to Gross and Retention (All Levels)

To qualify, all levels with a contract date of 4/30/10 or before must have at least a 68.0% retention rate. All levels with a contract date of 5/1/10 or after must have at least a 78% net to gross. The NTG and Retention rates shown in the qualifier's December 2010 AP&P report will be used in determining qualification.

Marketing Specialists & Public Relations Representatives

Obtain 17,500 Card Credits. ROOKIE (Reps with 2009 Hire Date): 13,000 Card Credits. ICEBREAKER (Reps with 2010 Hire Date): 6,500 Card Credits. For all categories: Qualification is based on cards generated in 2010. Original (ORIs/ADIs) will count as double credit. CE (event) leads count as ½ credit.

Public Relations Managers

PR Managers can qualify one of two ways: 1) Total PR Manager Bonus paid for the year is equal to or greater than 20% of PR Manager's base salary. 2) Three Reps in PR Manager's hierarchy qualify for convention.

Qualifying for the convention entitles one to attend only if he or she is an active American Incomer or National Incomer at the time the Convention is held. In other words, there is no monetary equivalent related to having qualified for the Convention. No substitutions or transfers are permitted. Please note individuals on Red Watch cannot qualify for convention.

Please remember that expenditures for the Qualifier and the spouse/guest will be included in the Qualifier's taxable income for the year.

Roger Smith receives the Eleanor Roosevelt Award



On Nov. 18, Roger Smith had the honor of accepting the Eleanor Roosevelt Human Rights Award by the American Rights at Work organization, a labor advocacy and policy organization dedicated to promoting the freedom of workers to form unions and bargain collectively.

Roger accepted the award on behalf of the Business Leaders for a Fair Economy, an organization which he chairs. Roger has played a tremendous role in growing the group to a coalition of more than 1,700 business owners and executives supporting the Employee Free Choice Act.

“Smith has helped shape the coalition’s efforts to pass the Employee Free Choice Act,” according to the American Rights at Work website, which called Roger “a longtime ally for working families.”

The award memorializes the former First Lady and United Nations ambassador. Mrs. Roosevelt helped pass the United Nation’s Universal Declaration of Human Rights, which says in part, “Everyone has the right to freedom of peaceful assembly and association and the right to join trade unions.”

Other 2009 award recipients were actors Richard Schiff and Bradley Whitford, EFCA advocates best known for their roles on the “West Wing” television series; and former AFL-CIO President John J. Sweeney. They were honored at an awards celebration held at the National Museum of Women in the Arts in Washington.

The award is in its fifth year. Roger joins the ranks of previous recipients including AIL/NILICO founder Bernard Rapoport, Danny Glover, Studs Terkel, and the Harley-Davidson Motor Co.

Congratulations, Roger! And, thank you for your leadership promoting EFCA and for your tireless efforts to improve the lives of working families.



Debbie Ensted
Vice President of
Public Relations Field Operations



Roger Smith and David Bonior with nationally-renowned commentator, writer, speaker and author Jim Hightower (center)

Reflections from the Award Ceremony

There are times in life when we must make a stand. Roger is one of those leaders who clearly chooses to stand on the side of working families, and he has the audacity to ask others to do the same.

This year, Roger helped found and chair a 1,700-member coalition, Business Leaders for a Fair Economy. This coalition of entrepreneurs, business owners and leaders has countered the myth from Big Business that the business community is opposed to the Employee Free Choice Act.

Roger led the way as the first business leader to publicly support EFCA, providing the impetus for others to step up and speak out for workers’ rights. Business leaders across the country became active in community roundtables, lobbying members of Congress, attending national and state press events and contributing their voice in letters to editors and op-eds. This voice has been heard.

On November 18, Roger was awarded the prestigious Eleanor Roosevelt Human Rights Award for his leadership with Business Leaders for a Fair Economy. Roger’s message has been loud and clear: in these treacherous economic times, it is imperative that workers and employers find common solutions to sustain business and create healthy communities.

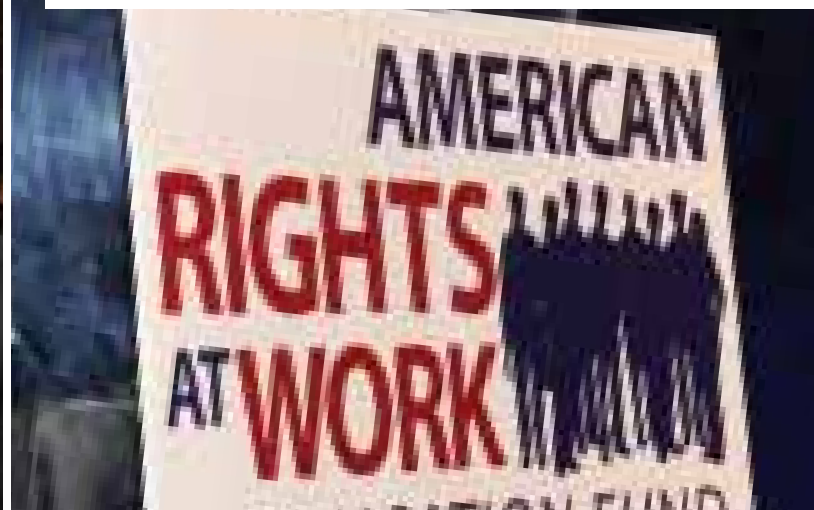
Roger lives by his words that employers and workers should share in the prosperity they create together. He

understands that a union contract puts more wages into the pockets of workers. Those increased wages are an essential component to creating healthy communities.

Here at American Income Life, we all have the opportunity to live in shared prosperity. It is demonstrated in the bonuses the Company pays to the agency force! That is real money for real people and true shared prosperity.

To see Roger on the same stage with John Sweeney, retiring President of the AFL-CIO, as they were both honored for their commitment and service to working families was the highlight of my career! I have never been as thrilled to be an American Incomer as I was on the night of November 18, 2009.

Roger reminds each of us how we must continue to choose a side. He is on the side of working families. I am on his side.



Roger Smith with Richard Trumka, President of AFL-CIO



David Bonior, Chair of American Rights at Work, with the Business Leaders for a Fair Economy: Diana Ortiz, Roger Smith, Darren Horndasch and Damien Miller

Individual Producers



1. Omar Hashimi
Concord, CA



2. Amir Sedaghat
Burnaby, BC



3. Lesina Ah Sue
Auckland, NZ



4. Tibor Simon
Burnaby, BC



5. Mele Bigg
Auckland, NZ



6. Mary Ann Gaelic
Auckland, NZ



7. Eriteta Tauraoui
Auckland, NZ



8. Robert J Dunn
Columbus, OH



9. Raymond Angeles
Honolulu, HI



10. Maria Rocha
Concord, CA



Manu Manu
Auckland, NZ



Pati Lesatele
Auckland, NZ



Rocio Price
Concord, CA

Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
1.	Omar Hashimi	\$31,371		84.7		Jatof-Foti
2.	Amir Sedaghat	27,642		83.7	Bobby Gujral	Altig-Orlovic
3.	Lesina Ah Sue	27,189		83.5	Kilisimasi Seg	Steve Friedlander
4.	Tibor Simon	23,848		81.8	Hyungjun Kae	Altig-Orlovic
5.	Mele Bigg	23,274	99		Lorenzo Lameko	Steve Friedlander
6.	Mary Ann Gaelic	22,846		69.4		Steve Friedlander
7.	Eriteta Tauraoui	22,833	100		Kilisimasi Seg	Steve Friedlander
8.	Robert J Dunn	22,370		85.6		Surace-Smith
9.	Raymond Angeles	21,793		80.3	Daven Hermosura	Altig-Orlovic
10.	Maria Rocha	21,336	84		Ernesto Magat	Jatof-Foti
11.	Kevin Appasamy	20,583		83.3		Altig-Orlovic
12.	Theresa Bellajaro	20,291		83.1	Christopher Clark	Altig-Orlovic
13.	Omarh Torio	20,046	89		Ernesto Magat	Jatof-Foti
14.	Erez Shabtay	18,971		87.0	Zeve Katz	Cohen-Cohen
15.	Max Quasem	18,760		87.2		Cohen-Cohen
16.	Taumaoe Maligi	18,524	100			Steve Friedlander
17.	Pafuti Toleafoa	18,453	100		Stephen Hill	Steve Friedlander
18.	Manu Manu	17,976	100			Steve Friedlander
19.	Akbar Hosseini	17,974	92		Ben Halali	Jatof-Foti
20.	David Ramirez	17,446		68.9	Ben Halali	Jatof-Foti
IB.	Pati Lesatele	17,437	100		Karen McQuoid	Steve Friedlander
IB.	Rocio Price	17,231	98		Sarai Castanon	Jatof-Foti

ALL TIME RECORD: STEVEN STENSRUD \$71,391 Net ALP

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 10 Individual Producers list for the month, as well as the next Top 3 in this category.

Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
*1.	Lesina Ah Sue	\$209,143		83.5	Kilisimasi Seg	Steve Friedlander
*2.	Omar Hashimi	207,638		84.7		Jatof-Foti
*3.	Robert J Dunn	205,941		85.6		Surace-Smith
*4.	Max Quasem	201,794		87.2		Cohen-Cohen
*5.	Maria Rocha	185,182	84		Ernesto Magat	Jatof-Foti
*6.	Brock Lampee	175,290		79.1	Matt Pflueger	Altig-Orlovic
*7.	Amir Sedaghat	175,073		83.7	Bobby Gujral	Altig-Orlovic
*8.	Elvis Obanor	171,528		83.3	David Hausman	Eric Giglione
*9.	Erez Shabtay	161,813		87.0	Zeve Katz	Cohen-Cohen
*10.	Raymond Angeles	161,150		80.3	Daven Hermosura	Altig-Orlovic
11.	Lily Tchen	159,735		90.3	David Iriye	Cohen-Cohen
12.	Zachary Hart	155,306		76.6		Alt-Orl-Deley
13.	Ross Ewen	151,189		85.5		Scott Rehberg
14.	Robert Ulreich	151,119		88.3		Jatof-Foti
15.	Steven Stensrud	149,379		70.9	John McGrath	Altig-Orlovic
16.	Kevin Ishikane	148,843		81.0	Daven Hermosura	Altig-Orlovic
17.	Amy Shui	148,439		90.6	David Ackerman	Eric Giglione
18.	Mary Ann Gaelic	147,436		69.4		Steve Friedlander
19.	Freida Yakubov	141,510		73.3	Scott Hanna	Williams-Zophin
20.	Samson Adelufosi	132,486		79.2	David Hausman	Eric Giglione

ALL TIME RECORD: ROGHIE HASSAN LOO \$367,548 Net ALP

Supervising Agents



1. Serah James
Auckland, NZ



2. Simon Rolland
Auckland, NZ



3. Lesina Ah Sue
Auckland, NZ

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	MGA	SGA
1.	Serah James	\$68,233	\$73,727	92		Taina Lameko	Steve Friedlander
2.	Simon Rolland	59,916	63,684	97			Steve Friedlander
3.	Lesina Ah Sue	52,833	80,023	99		Stephen Hill	Steve Friedlander
4.	Rita Charles	44,798	62,273	100		Stephen Hill	Steve Friedlander
5.	Tania Tikitiki	38,883	48,590	98		Stephen Hill	Steve Friedlander

ALL TIME RECORD: LORENZO LAMEKO \$78,033 1st Six Mo Agt
ALL TIME RECORD: LORENZO LAMEKO \$81,207 Net ALP

General Agents



1. Kilisimasi Seg
Auckland, NZ



2. Karen Gagarin
Concord, CA



3. Sita Pereira
Auckland, NZ



4. Theresa Setefano
Auckland, NZ



5. Peter Chung
Concord, CA

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	MGA	SGA
1.	Kilisimasi Seg	\$165,512	\$223,453		78.7	Stephen Hill	Steve Friedlander
2.	Karen Gagarin	88,564	114,716		75.8	Ernesto Magat	Jatof-Foti
3.	Sita Pereira	87,888	99,069		75.8		Steve Friedlander
4.	Theresa Setefano	74,641	114,290		71.7	Lorenzo Lameko	Steve Friedlander
5.	Peter Chung	38,737	56,645	98		Sarai Castanon	Jatof-Foti
6.	Seth Raymond	33,071	42,850		80.6	Stephen Jubrey	Oldham-Bianchi
7.	Nicholas Rice	31,763	38,736		71.8	Patrick Bendure	Surace-Smith
8.	Adam Zlupko	31,738	35,743	92		Kasali Kotun	Williams-Zophin
9.	Jose Harb	30,492	60,218		72.1	Ben Halali	Jatof-Foti
10.	Alex Hernandez	29,881	30,541		77.8	Desi Dimitrova	Allan Jennings

ALL TIME RECORD: SITA PEREIRA \$244,444 1st Six Mo Agt
ALL TIME RECORD: SITA PEREIRA \$286,946 Net ALP

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	MGA	SGA
*1.	Sita Pereira	\$1,113,838	\$1,398,526		75.8		Steve Friedlander
*2.	Kilisimasi Seg	832,530	1,069,216		78.9	Stephen Hill	Steve Friedlander
*3.	Karen Gagarin	670,049	744,935		75.8	Ernesto Magat	Jatof-Foti
*4.	Jay Meyer	366,445	495,903		79.7	Brett Gryska	Oldham-Bianchi
*5.	Phillip Jenkins	298,197	412,293		70.8	Jamison Weatherspoon	Surace-Smith
6.	Jose Harb	293,476	496,188		72.1	Ben Halali	Jatof-Foti
7.	Aaron Parks	275,880	372,124		74.3	Justin Adams	Simon Arias
8.	Theresa Setefano	272,259	471,763		71.7	Lorenzo Lameko	Steve Friedlander
9.	Jerid Ferranti	251,830	274,396		68.1	Sarai Castanon	Jatof-Foti
10.	Seth Raymond	248,312	334,323		80.6	Stephen Jubrey	Oldham-Bianchi

ALL TIME RECORD: TAINA LAMEKO \$1,319,496 1st Six Mo Agt
ALL TIME RECORD: TAINA LAMEKO \$1,522,976 Net ALP

Master General Agents



1. Stephen Hill
Auckland, NZ



2. Ben Halali
Concord, CA



3. Ernesto Magat
Concord, CA



4. Hal Herman
Rochester, NY



5. Stephen Jubrey
Rochester, NY

Regional General Agents



1. Taina Lameko
Auckland, NZ



2. Ben Halali
Concord, CA



3. Sonny Gurney
Troy, MI

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Stephen Hill	\$250,960	\$410,573		74.6	Steve Friedlander
2.	Ben Halali	114,013	238,655		69.7	Jatoft-Foti
3.	Ernesto Magat	83,477	109,629		75.4	Jatoft-Foti
4.	Hal Herman	73,251	133,066		69.9	Oldham-Bianchi
5.	Stephen Jubrey	72,805	102,616		76.9	Oldham-Bianchi
6.	Ryan Hall	57,871	67,615		71.2	Laura Fisher
7.	Patrick Bendure	55,060	117,894		71.2	Surace-Smith
8.	Karen McQuoid	54,808	60,254		70.2	Steve Friedlander
9.	Brett Gyska	54,122	91,238		77.2	Oldham-Bianchi
10.	Kasali Kotun	46,170	75,540		68.2	Williams-Zophin

ALL TIME RECORD: JEFF RIBMAN \$326,483 1st Six Mo Agt
ALL TIME RECORD: STEPHEN HILL \$410,573 Net ALP **HOT NEW RECORD**

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Stephen Hill	\$2,253,050	\$2,992,450		74.6	Steve Friedlander
*2.	Ben Halali	1,349,857	2,142,086		69.7	Jatoft-Foti
*3.	Ernesto Magat	661,770	761,010		75.4	Jatoft-Foti
*4.	Brett Gyska	658,874	993,494		77.2	Oldham-Bianchi
*5.	Stephen Jubrey	650,666	965,559		76.9	Oldham-Bianchi
6.	Patrick Bendure	524,556	1,126,509		71.2	Surace-Smith
7.	Justin Adams	516,565	622,979		70.4	Simon Arias
8.	Harjeet Rana	511,295	1,126,345		68.6	Imran Satti
9.	Hal Herman	492,526	975,738		69.9	Oldham-Bianchi
10.	Ryan Hall	454,908	485,991		71.2	Laura Fisher

ALL TIME RECORD: JEFF RIBMAN \$1,802,351 1st Six Mo Agt
ALL TIME RECORD: PAUL RUMBUC \$2,168,283 Net ALP

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Taina Lameko	\$623,266	\$890,826		69.8	Steve Friedlander
2.	Ben Halali	239,403	426,596		69.7	Jatoft-Foti
3.	Sonny Gurney	137,128	318,104		72.3	Paul Rumbuc
4.	Brett Gyska	126,927	193,854		77.4	Oldham-Bianchi
5.	Michael Vasu	114,068	263,761		73.7	Surace-Smith

ALL TIME RECORD: TAINA LAMEKO \$623,266 1st Six Mo Agt **HOT NEW RECORD**
ALL TIME RECORD: TAINA LAMEKO \$890,826 Net ALP **HOT NEW RECORD**

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Taina Lameko	\$3,907,601	\$5,385,257		69.8	Steve Friedlander
*2.	Ben Halali	2,381,320	3,337,288		69.7	Jatoft-Foti
3.	Sonny Gurney	1,720,468	3,528,322		72.3	Paul Rumbuc
4.	Brett Gyska	1,325,366	1,979,343		77.4	Oldham-Bianchi
5.	Michael Vasu	1,311,035	2,597,364		73.7	Surace-Smith

ALL TIME RECORD: JIM BIANCHI \$1,989,902 1st Six Mo Agt
ALL TIME RECORD: JIM BIANCHI \$4,570,094 Net ALP

Public Relations

PR Managers of the Quarter



1. Malka Arony
Top Manager



2. Linda Stadler
Top Manager



3. Denise Gilbert
Top Manager



1. Susan Gilbert
CATEGORY I
Chicago, IL



2. Viki Farr
CATEGORY I
Canton, MI



1. Denis St. Pierre
CATEGORY II
Bruno, QC



2. Robin Andrade
CATEGORY II
Malden, MA



1. Katherine Kidder
CATEGORY III
Pittsburgh, PA



2. Tania Lipsham-Symonds
CATEGORY III
Auckland, NZ



1. Ken Altizer
CATEGORY IV
Nebo, WV



2. Darrell Dorey
CATEGORY IV
Mahone Bay, NS

PR Director of the Quarter



Rachelle Valdez

Category	Rank	Name	Production in Cards	SGA/Director
Q3 Mgr	1.	Malka Arony	+ 11,461	Rachelle Valdez
	2.	Linda Stadler	+ 7,104	Tim Farr
	3.	Denise Gilbert	+ 6,205	Laurie Onasch
November Production I	1.	Susan Gilbert	4,430	Chicago/Laurie Onasch
	2.	Viki Farr	3,879	Michigan/Tim Farr
	3.	Brenda Di Somma	3,392	New Jersey/Tim Farr
	4.	Vivian Dwyer	2,536	Virginia/Patti Morgan
	5.	Irene Rurycz	2,121	Ohio/Tim Farr
November Production II	1.	Denis St. Pierre	2,749	Quebec/Daryl Barnett
	2.	Robin Andrade	2,514	Massachusetts/Susan Kelleher
	3.	Amanda Mlinaz	637	HO Orlando/Patti Morgan
	4.	Hether Adams	609	Austin
	5.	Lisa Pletincks	598	HO Orlando/Patti Morgan
November Production III	1.	Katherine Kidder	4,212	Pennsylvania/Tim Farr
	2.	Tania Lipsham-Symonds	2,218	Steve Friedlander
	3.	Leo VanDenBussche	1,892	Manitoba/Jacqueline deVooght
	4.	Bonnie Ellingson	1,217	Minnesota/Jacqueline deVooght
	5.	C J Brigggle	1,136	Arizona/Rachelle Valdez
November Production IV	1.	Ken Altizer	4,935	West Virginia/Tim Farr
	2.	Darrell Dorey	2,841	Maritimes/Jacqueline deVooght
	3.	Ryan Denny	1,788	Manitoba/Jacqueline deVooght
	4.	Lori Vaughn	1,548	Oregon/Laurie Onasch
	5.	Kate Langthorn	1,342	Hawaii/Daryl Barnett

ALL TIME PR CARD PRODUCTION RECORD: 18,960 Cards

Category	Rank	Name	Production in Cards	SGA/Director
YTD Production I	*1.	Mark Gagliardi	23,340	Jatoft-Foti
	*2.	Al Wall	22,479	Toronto/Jacqueline de Vooght
	3.	Larry Lozano	17,235	Jatoft-Foti
	4.	Susan Gilbert	17,048	Chicago/Laurie Onasch
	5.	Rona Spano	16,904	Chicago/Laurie Onasch
YTD Production II	*1.	Robin Andrade	25,039	Massachusetts/Susan Kelleher
	*2.	Jessica Ingerick	10,987	District of Columbia/Laurie Onasch
	3.	Denis St. Pierre	8,214	Quebec/Daryl Barnett
	4.	George Farenthold	7,875	Oldham-Bianchi
	5.	Manon Brulotte	7,284	Quebec/Daryl Barnett
YTD Production III	*1.	Katherine Kidder	21,360	Pennsylvania/Tim Farr
	*2.	Leo VanDenBussche	13,982	Manitoba/Jacqueline de Vooght
	3.	Cheryl Cook	12,990	Pennsylvania/Tim Farr
	4.	Michelle Baxter	9,241	Indiana/Tim Farr
	5.	William Verbeten	9,011	Joe Manone
YTD Production IV	*1.	Ken Altizer	26,185	West Virginia/Tim Farr
	*2.	Darrell Dorey	20,083	Maritimes/Jacqueline de Vooght
	3.	Paul Winslow	16,534	St. Louis/Patti Morgan
	4.	Sue Akers	13,605	Nebraska/Rachelle Valdez
	5.	Kate Langthorn	12,007	Hawaii/Daryl Barnett

ALL TIME PR CARD PRODUCTION RECORD: DENISE BOWYER 61,879 Cards

Public Relations categories are as follows:

Category	Population
1	over 8,500,000
2	6,500,000 to 8,499,999
3	4,000,000 to 6,499,999
4	Under 4,000,000

State General Agents

Category IX SGAs must be in this category for a minimum of 6 months to compete for YTD awards.



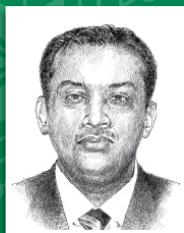
Durhon Oldham
CATEGORY I



Jim Bianchi
CATEGORY I



Steve Friedlander
CATEGORY II



Imran Satti
CATEGORY III



Allan Jennings
CATEGORY IV



Steven DiChiaro
CATEGORY V

1st Six Month Agent						
Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of Obj
November Production	I Oldham-Bianchi		75.5	\$290,435	\$192,700	151%
	Jatoft-Foti		70.9	289,425	235,000	123%
	Surace-Smith		72.3	285,341	270,000	106%
II	Steve Friedlander		70.2	834,109	120,000	695%
	Fred Hadayia		69.3	149,168	117,000	127%
III	Imran Satti		70.3	110,862	100,000	111%
IV	Allan Jennings		71.9	120,716	87,000	139%
V	Steven DiChiaro		72.3	104,630	95,000	110%

YTD Production						
Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of Obj
I	Jatoft-Foti		70.9	\$3,739,566	\$2,585,000	145%
	Surace-Smith		72.3	3,747,607	2,970,000	126%
	Oldham-Bianchi		75.5	2,833,080	2,373,500	119%
II	Steve Friedlander		70.2	4,981,585	1,320,000	377%
	Fred Hadayia		69.3	1,475,059	1,236,000	119%
	Steve Greer		74.8	1,321,713	1,287,000	103%
III	Simon Arias		68.0	1,974,156	1,386,000	142%
	Alt-Orl-Deley		75.0	1,371,523	1,188,000	115%
	Imran Satti		70.3	1,258,683	1,100,000	114%



John Jatoft
CATEGORY I



Don Foti
CATEGORY I



Steve Friedlander
CATEGORY II



Simon Arias
CATEGORY III



Allan Jennings
CATEGORY IV



Cindy Furer
CATEGORY VI



Bob Whittinghill
CATEGORY VI



Travis Moody
CATEGORY VIII

Net ALP						
Category	Name	Net to Gross	Retention	Net ALP	Net ALP Obj	% of Obj
November Production	I Jatoft-Foti		70.9	\$691,586	\$455,000	152%
	Oldham-Bianchi		75.5	522,358	375,000	139%
	Surace-Smith		72.3	702,058	520,000	135%
II	Steve Friedlander		70.2	1,187,769	238,000	499%
	Fred Hadayia		69.3	261,703	230,000	114%
III	Simon Arias		68.0	238,753	208,000	115%
IV	Imran Satti		70.3	211,464	195,000	108%
	Allan Jennings		71.9	175,081	160,000	109%
VI	Furer-Whittinghill		72.5	138,736	134,000	104%
VIII	Travis Moody		73.0	80,875	78,000	104%

YTD Production						
Category	Name	Net to Gross	Retention	Net ALP	Net ALP Obj	% of Obj
I	Jatoft-Foti		70.9	\$6,942,430	\$5,005,000	139%
	Surace-Smith		72.3	7,547,225	5,720,000	132%
	Oldham-Bianchi		75.5	5,245,723	4,605,000	114%
II	Steve Friedlander		70.2	7,054,525	2,618,000	269%
	Josh Chalom		68.7	2,595,262	2,420,000	107%
	Fred Hadayia		69.3	2,484,041	2,425,000	102%
III	Simon Arias		68.0	2,851,270	2,288,000	125%
	Alt-Orl-Deley		75.0	2,857,676	2,310,000	124%
	Imran Satti		70.3	2,414,663	2,145,000	113%
VI	Furer-Whittinghill		72.5	1,333,645	1,474,000	90%
	Scott Keeney		76.2	1,207,987	1,430,000	84%
	Mark Hancock		69.1	1,220,739	1,529,000	80%

Quit Paper.



Learn how soon!
The new Laptop Presentation.

More details to come.

Direction



Scott Smith

*Executive Vice President
& Chief Marketing Officer*

Got The Plan Done?

As you read this, and we together take on a new challenge called “2010,” no doubt you have your goals set and your plan to achieve them completed.

But how good is a plan laid out at the start of the year if reality says we seldom refer to it as the year progresses? This year, keep one piece of advice in mind: The difference between success and failure may be your resolve to stick to your plan long enough to win.

I recently read a statistic that 70% of all New Year’s resolutions don’t make it until the end of January. The intent of the resolution is good, but most people don’t stick to their resolution long enough to make it a habit.

The same process happens in personal goal achievement. We have wonderful goals and brilliant strategies to achieve them. Yet, the single greatest reason we fail is that we stop referring to the plan which originally provided the motivation we need to pursue our goals on a daily basis.

Lacking the discipline to execute your plan is a losing proposition. You want to win. You are far more apt to achieve your goals and be victorious if you stick longer to your original strategy and give it an opportunity to prosper than you are if you create a new strategy. Adhering to your original strategy is key. Let’s call that Goals Adherence.

How do you achieve Goals Adherence? There are three prime components to goals adherence. They are *focus*, *competence* and *passion*. Each of these three components is absolutely essential to create the focus necessary for you to adhere to your plan.

Focus is essential to prioritizing. Focus connects actions to goals. Maintaining focus keeps you constantly doing the things in your plan that you once believed were essential to achieving your goals.

Competence is the bedrock to adherence. Competence represents your ability to intelligently execute your plan. Competence drives sustained execution of your strategy.

Passion is the final component necessary to adhere to your goals. Passion is the most common characteristic of high achievers. Having passion provides the energy and motivation to take the actions critical to goals achievement.

So you have a goal. And you develop a blueprint, a plan to achieve your goals. But you must adhere to the plan. And adhering to the plan can only be achieved by possessing the proper balance of focus, competence and passion.

It’s early in 2010 by the time you read this. I’m asking you to please put your goals in writing, and make a note of what actions you must take in order to achieve your goals. That’s just the start, and in fact I’d like to think it’s something you have already done. But what will separate this year from last, and potentially goals achievement from failure, will be the focus, competence and passion with which you continually motivate yourself by executing your plan with the excitement with which you wrote it.

Let’s have a great 2010!

The Lincoln Center for Performing Arts is a 16.3 acre complex of buildings and serves as the home of 12 arts organizations.



2010 Convention: May 16-19

Stay at the Sheraton New York Hotel & Towers
For complete Convention Qualifications, go to:
www.aillife.com/agency/spotlight/maingtl.htm



Leadership Bonus

Total: \$647,887.03

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Ben Halali	\$30,265.88	Marcus Howard	\$3,293.48	Chad Brown	\$1,668.28	Barbara Corigliano	\$977.12
Stephen Hill	28,049.84	Eric Brown	3,234.10	Desi Dimitrova	1,641.64	Kristin Mueller	975.62
Wayne Fader	22,842.57	Kellen Cuttance	3,122.19	Michael Romeo	1,625.25	Dorian Oldham	966.07
Ernesto Magat	17,131.70	Bradley Ellison	3,055.83	Willon Charles	1,616.31	Haoyu Xu	963.80
Stephen Jubrey	12,744.92	Phillip Humbel	3,023.51	Arnold Paaleb	1,588.40	Clifford Mekelburg	948.23
Lorenzo Lameko	9,643.88	Matthew Melhorn	2,990.17	Wes Elder	1,571.08	David Ackerman	944.98
Hal Herman	8,640.98	Michael Boyer	2,935.13	Jeremy Harbin	1,558.36	Anderson Sooknanan	938.28
T J Powers	8,625.87	Rodney Ward	2,928.81	Tracy Haden	1,557.51	Adrian Moye	930.02
Brett Gryska	8,431.42	Samantha Chui	2,924.00	Jarred Sykes	1,556.78	Richard Correa	917.46
Karen Gagarin	7,847.71	Sara Welch	2,923.67	Michael van Delft	1,551.43	John Sparby	913.30
Patrick Bendure	7,701.26	Craig Beck	2,876.95	I-Perfection Harris	1,549.03	Andrea Nichols	904.13
Harjeet Rana	7,274.71	William Smith	2,849.15	Daven Hermosura	1,525.51	Daniel Hartwig	896.79
Daniel Orr	7,215.63	Ryan Hall	2,829.68	Nicholas Rice	1,521.61	Nicholas Wolle	890.85
Kevin Davis	6,635.31	David Iriye	2,789.76	Mark Bleier	1,509.58	Brandon Cooley	888.25
Kraig Gilje	6,370.22	Simon Rolland	2,772.25	David Gombkoto	1,492.09	Christopher Freter	880.90
Garret Kun	6,240.16	Noel Ables	2,738.15	Theresa Setefano	1,487.35	Katharine Sealscott	878.81
Thomas Vena	5,596.60	Seth Raymond	2,657.55	Curtis Moreland	1,442.39	Charles Allen	866.96
Justin Adams	5,495.58	Renee Anderson	2,656.26	Darron Hacker	1,429.84	Alex Hernandez	855.94
Michael Vasu	5,494.84	Levar Morgan	2,438.46	Christopher Fernan	1,424.34	Colin Lyse	852.30
Matt Flores	5,343.06	Michael McJunkins	2,415.49	Cassandra Gordon	1,415.49	Maria Lealailuloto	849.62
Tiffany Roland	5,157.33	Steven King	2,406.16	Timothy Cruise	1,407.46	Ryan Richardson	845.70
Bobby Gujral	5,147.68	Serah James	2,391.91	Adam Zlupko	1,397.89	Maryna Danielian	840.86
Doreen Ryan-Foti	4,958.87	Eunsook Kang	2,356.82	Aaron Parks	1,392.61	Nicholas Engrav	828.25
Samuel Cohen	4,936.34	Denice Copp	2,306.17	Zachary Hart	1,374.46	Timothy Watson	826.49
James Aalders	4,930.76	Lesina Ah Sue	2,294.36	Javier Sandoval	1,332.39	JoAnne Marks	824.57
Sarai Castanon	4,881.55	Humberto Quintero	2,292.84	Marcus Noel	1,323.71	Bradley Weigand	821.51
Jamison Weatherspoon	4,789.43	Richard Barbour	2,270.44	Darren Miller	1,303.10	John Young	817.35
Kasali Kotun	4,741.85	Peter Chung	2,255.68	Brandon Teter	1,301.24	Thomas Reagan	811.83
Rudi Camenzind	4,666.77	Steve Surace	2,223.07	Rita Charles	1,300.60	William Parmeter	800.38
Raymond Risucci	4,619.76	Maxine Moody	2,169.31	Anthony Theriault	1,290.10	Brett Engelson	796.66
David Wang	4,490.26	Gregory Williamson	2,138.25	Hyungjun Kae	1,277.91	Candace Engelson	784.08
John McGrath	4,424.03	T J Rowell	2,093.78	Justin R Smith	1,268.65	Ryan Neel	782.21
London Burnett	4,334.88	Tania Tikitiki	2,048.78	Natalie Linker	1,257.98	Roger Weisman	779.68
Kilisimasi Sega	4,330.70	Jay Meyer	2,035.21	Mitch Duplantis	1,205.09	Curt Snow	775.51
Johnathon Bunch	4,268.78	Michael Sheets	2,002.23	Brent Arbour	1,153.16	Mark Gorman	755.18
Pamela Ladd	4,236.68	Otari Bater	1,944.91	Renee Jeffries	1,146.64	Eli Pierce	743.23
Jose Harb	4,235.16	Sita Pereira	1,944.51	Joseph Rickard	1,141.25	Norbert Medina	727.70
David Hausman	4,180.62	Richard Blake	1,923.08	Brian Schreiter	1,080.90	Christopher Feiner	721.44
James Cunningham	4,073.46	Robert Gerdes	1,915.16	Phillip Jenkins	1,055.33	Ryann Vassallo	719.11
Karen McQuoid	4,035.94	Arthur Greene	1,839.10	Nicole Johnson	1,030.08	Nicole Johns	716.99
Harmandus Buckle	3,990.24	Kenneth Greer	1,837.98	Jacob Arias	1,026.57	Vaaufiao Robertson	713.43
Byron Paz	3,860.29	Mark Corkrean	1,816.96	Mario DePinto	1,008.30	Josh Wheeler	699.80
Eric Cochran	3,648.84	Yvonne Zarathustra	1,812.20	Thomas Craig	1,006.01	Sanele Lafaale	698.01
Zeve Katz	3,636.35	Gevorg Yanukyan	1,810.93	Katrina Poloaweir	1,000.11	Johnathan Olsen	697.33
James Allen	3,604.51	Alan Silverman	1,793.81	Thomas Baeurich	994.51	Josh Juggassar	690.27
Wade Humphries	3,435.80	Derek Wiens	1,748.37	Francis Cawley	992.89	Marlin McKinney	673.61
Allen Nelson	3,396.15	Michael Bromberg	1,739.99	Moswen Taylor	984.52	Danny Smith	669.03
Ryan Vopat	3,371.00	Sharif Grays	1,733.70	Henry Ingraham	980.48	Ryan Tucker	666.07
Daniel Phares	3,369.92	Kevin Burton	1,686.52	Amanda Beyersdorff	978.48	Elizabeth Montgomery	663.27
Robert Vincent	3,309.36	Beth Snow	1,685.86	Jerry Sullins	978.15	Tim Schroeder	655.63

Leadership Bonus

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Mark Beckford	\$653.39	Holly Cook	\$452.97	Demetrius Franklin	\$264.96
Jessica Wilhite	650.51	Wayne Blumling	451.85	James Reilly	264.80
Ryan Bisanz	649.81	Jerome Hill	451.40	Loralee Vasquez	261.88
Tracy Thomas-Shell	648.25	Ariel Sanchez	449.96	Kevin Ishikane	255.07
Don Tong	642.02	Kelly Yingling	446.22	Veronica Lara	254.94
Stephen Moore	636.44	Russell Miller	444.94	Gerald Bledsoe	254.67
Todd Sahn	632.85	Nicholas Patterson	443.62	Brent Morrissey	252.98
Erik Graham	628.59	Debra Hepp	441.21	Anthony Anderson	250.80
Alan Weissen	627.05	James May	438.20	Kyriacos Davis	250.56
Matthew Ho	625.49	John Viar	435.13	Nicole Magill	249.65
James Cummings	617.93	Matthew Parks	434.30	Rita Earl	248.14
Thomas Bryant	608.60	Wanda Draughon	423.73	Jerry Kust	246.97
Juan Cardona	603.28	Jason Mayer	421.43	Dustin Dunlap	246.95
Sebastian Kazek	602.66	Dominique Bertoncini	415.50	Nicholas Lorence	245.88
John Serrano	598.47	Pauline Ruff	413.50	Brenton Betts	242.67
Lleison Martinez	595.19	Robert Drake	401.97	John Charlton	239.54
Daniel Umbertone	594.53	Matthew Diulus	396.53	Yehonatan Gross	237.90
Alba Wandurraga	590.82	Kathryn Chaisson	394.50	Christopher Keller	236.13
Rajeev Arora	589.02	Sally Wilson	390.50	Horace Johnson	234.97
Malorie Bartlett	588.57	Robert Woodhouse	387.93	Craig Strompf	234.47
Joseph Hedborn	583.73	Kevin Edwards	383.31	Jerry Wheeler	233.04
Larry Pereiro	574.76	Steven Young	382.37	Timothy Vizeau	232.78
Dmitriy Kagan	567.81	Richard Sprigg	381.57	Aaron Sarson	222.58
Jeff Lamar	560.48	Perquida Osborne	380.76	Linda Jackson	218.32
Scott Hanna	557.30	James Brenneis	378.72	Michael C Williams	216.36
Brenda Hadayia	543.79	John Bacaron	377.71	James Senior	216.13
Summer Miller	537.90	Michael Kyatt	374.77	Sharon McKee	214.77
Darren Wolf	537.35	Michael Schneider	370.09	Regan Munro	214.04
Casey Kunash	537.12	Charles Steele	368.37	Andrew Bernstein	213.48
Sean Lacroix	536.36	Matthew Cisneros	361.25	Daniel Armstrong	208.30
Brian Walker	533.43	Dawn Holland	358.08	Marisa Willgruber	208.03
Brandon Braun	528.73	Daniel Walton	351.52	Richard Lepis	206.29
Volodymyr Derevyanyy	528.68	Joseph Uppleger	342.93	William Caraway	206.10
Rodney Chaney	528.48	LeTasha Truesdale-Pough	341.43	Derrick Mason	202.38
Robert Black	522.29	Damien Cannaday	338.78	Cory Friedman	201.65
Christopher LaFond	521.85	Susan Cooksey	338.12		
Charles Mickens	521.57	Christopher McFoy	338.09		
Natalie Soboleva	516.19	David Mellies	330.84		
Patricia Lee	513.24	Elias Hazen	328.59		
Christopher Stephens	511.43	Robert Biser	328.57		
Tasha Tucker	506.97	Steven Stensrud	324.43		
Cathy Thompson	503.98	Jeffery Thiel	323.81		
Patrick Robitaille	501.21	John Collins	318.41		
Jacqueline Reim	500.40	Nicholas Zangardi	316.20		
Keith Bryant	500.28	Miranda Dellinger	315.14		
Carlo Bonifazi	496.77	Pablo Garcia	313.60		
Eric Eun	496.12	Christopher Williams	309.82		
Maria Esposito	486.82	Gregory Easley	308.21		
Tim Smith	486.19	Benjamin Greer	303.03		
Adam Niman	483.92	Duane Robertson	299.83		
Lynn Jones	476.39	Philip Abramovitz	293.22		
Ricky Rice	474.92	Harold Durana	281.71		
Antonio Monica	473.52	Joseph Flynn	279.26		
Loretta Ekeroma	470.99	Matthew DeCola	278.63		
Jason Anderson	456.55	John Akers	273.56		
Dan Rubio	455.66	Christa Barfield	271.22		

World's Greatest Bonus

Total: \$1,032,731.09

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Omar Hashimi	\$6,117.38	Francis Ifopo	\$1,883.26	Daniel Potilechio	\$1,503.58	Jason Stein	\$1,328.19
Robert J Dunn	4,999.34	Rita Haidinger	1,828.83	Dawn Holland	1,503.12	Steven Stensrud	1,327.51
Lesina Ah Sue	4,038.53	Felicia Price	1,816.60	Edward Robertson	1,497.82	Brian Ellison	1,326.32
Tibor Simon	3,794.75	Alex Gonzales	1,813.61	Jun Ma	1,494.85	Joey Kennedy	1,317.23
Erez Shabtay	3,632.75	Sammar Miqbel	1,812.15	Siliva Fanolua	1,489.27	Kyle Wrobel	1,315.81
Maria Rocha	3,376.64	Andres Sylva	1,789.65	Afuiva Vaai	1,488.78	Elizabeth Lo	1,308.72
Ross Ewen	3,277.71	Angelika Vassilieva	1,772.58	Shelby Poston	1,487.83	Helen Taylor	1,304.64
Lily Tchen	3,139.08	Loretta Ekeroma	1,755.93	Michael Adams	1,486.08	Freida Yakubov	1,302.68
Raymond Angeles	3,133.60	Jesse Wise	1,755.60	Muhammad Chaudhry	1,478.38	Graeme Bollinger	1,300.20
Robert Ulreich	3,063.49	Darrell Sarmiento	1,749.14	Jaime Rozotto	1,476.00	Benny McCarty	1,299.96
Omarh Torio	3,033.53	Alanna Swenson	1,747.56	Wayne Blumling	1,475.79	Katie Massart	1,297.98
Mele Bigg	2,980.90	Michael C Williams	1,745.78	Steven Schnitzer	1,475.30	Manu Manu	1,295.40
Elvis Obanor	2,913.00	Dominic Palumbo	1,741.28	Ryan Daly	1,473.27	Kuresa Nanai	1,294.65
Henry Ingraham	2,804.17	Kevin Haines	1,739.52	Atta Saleh	1,471.47	Jake Conley	1,294.35
Max Quasem	2,746.26	Stephen Perotti	1,737.88	Anthony Christman	1,467.37	Bernard Oliphant	1,294.19
Theresa Bellajaro	2,724.76	Kenneth Exum	1,737.58	Roger Weisman	1,465.33	Toni Puamau	1,291.63
Akbar Hosseini	2,696.10	Zbigniew Stankiewicz	1,736.38	Jose Hernandez Camargo	1,462.75	Raphael Bouchereau	1,288.89
Kevin Appasamy	2,663.23	Michael Matteo	1,732.22	Catherine Brown	1,459.01	Matthew Wilford	1,287.97
Rocio Price	2,584.69	Marvin Chalwe	1,718.12	Kelly McDonald	1,454.26	Philip Anderson	1,284.29
Amir Sedaghat	2,577.52	Preston Osborn	1,716.16	Fritznel Octave	1,441.07	James Olp	1,281.80
Elias Hazen	2,448.38	Daniel Pinschmidt	1,712.53	Jacqueline Reim	1,440.23	Justin Kelling	1,278.67
Terrence Asuncion	2,350.34	Brandon Brown	1,708.09	Phillip Jenkins	1,433.41	Mark Neilson	1,271.41
Shahnaz Toloui	2,295.32	Barbara Stillwell	1,700.96	Edgar Cerna	1,433.00	Viliami Pole	1,265.43
Lydia Lozano	2,272.86	Benjamin Eggen	1,696.62	Ruth Setefano	1,432.51	Daniel Kim	1,261.23
Randoph Souliers	2,269.87	Keyra Montoute	1,691.45	Ben Liang	1,431.36	Joseph Uppleger	1,261.13
Amy Shui	2,209.96	Eugene Kashkin	1,684.01	Sione Pouanga	1,428.88	Landon Thalman	1,260.52
Brock Lampe	2,180.82	Juan Reyes	1,671.33	Mark Harhager	1,423.99	Tania Tikitiki	1,258.20
Marsela Kresic	2,132.50	Salima Abdin	1,664.93	Kaixun Yang	1,422.89	Billie Mitchell	1,254.06
Eriteta Tauraoi	2,126.17	Kayla Chavez	1,641.42	Marisa Willgruber	1,416.29	Shelly Cullen	1,249.69
Samson Adelufosi	2,123.20	Joshua Lenix	1,637.09	Samantha Chui	1,410.85	Dante Ferrigno	1,245.16
Tiffany Shim	2,104.15	Pati Lesatele	1,625.41	Nicholas Wilt	1,408.06	Samantha Serrano	1,245.10
Sebastian Kazek	2,074.85	Alexander McKenney	1,619.24	Michael McIntosh	1,404.49	Patrick Basque	1,242.48
Timothy Clark	2,074.69	Anne Powihongi	1,618.54	Kevin Edwards	1,398.51	Christopher Wren	1,242.21
Richard Carter	2,068.50	Diane Carrion	1,617.19	Meliame Moeakiola	1,395.57	Dustin Kiss	1,241.54
Ronald Trombetta	2,065.06	Harvey Griffin	1,606.50	Atapana Faimalo	1,393.75	Peter Kaplanis	1,235.51
Melissa Gilroy	2,061.98	Brandi Hershey	1,592.48	Bryant Hendley	1,390.73	Michael Woo	1,233.88
Alan Rosen	2,049.69	Hicham Elazhari	1,588.87	Ed Olfert	1,386.16	Paul Snyder	1,221.96
Rita Charles	2,043.93	Dustin Surace	1,585.72	Douglas Morhac	1,381.98	Sally Wilson	1,220.96
Christian Napiza	2,034.75	Zachary Hart	1,583.81	Zach Luhr	1,380.60	Dominique Bertoncini	1,216.65
Susan Bergh	2,031.23	Benton Tong	1,581.39	Joey Sales	1,372.56	Daniel Johnson	1,216.11
Philip Boubel	2,030.44	Stephanie Novel	1,578.02	Cyndra Gather	1,367.66	Jessica Santamarina	1,216.01
Pafuti Toleafoa	2,005.63	Robert Drake	1,575.21	Mario Martin	1,366.35	Nicholas Thompson	1,213.47
Howard Price	2,003.22	David Ramirez	1,570.13	Steven Sparkes	1,363.49	Jinzhou Zhao	1,210.06
Allan Munro	1,990.06	Wei Zhou	1,562.85	Rebecca Birdwell	1,363.11	Amber Colp	1,205.44
Peter Davidson	1,983.28	Samy Jacques	1,557.45	Lima Drysdale	1,359.62	Deborah Agrifoglio	1,204.70
Ron Paxon	1,978.11	Mario Andres Chavez	1,553.20	Shawn Reid	1,358.35	Steven Rotherforth	1,203.93
Taumaofe Maligi	1,943.56	David Guzman	1,547.20	Michael Silverstein	1,355.32	Ala Awad	1,203.13
Steve Marker	1,942.64	David Fung	1,545.79	Marivic DeLosReyes	1,354.33	William Munson	1,202.90
Amanda Thibado	1,937.38	Jorell Washington	1,540.02	Stephanie Loch	1,353.02	Louie Gonzalez	1,198.43
Victor Vicario	1,936.04	Matthew Parks	1,536.86	Dawn McElwain	1,352.26	Maijargal Sukbaatar	1,197.25
Scott Hanna	1,934.06	William Lee	1,532.32	Brian Walker	1,346.97	Antonio Salgado	1,196.08
Amanda Beyersdorff	1,933.40	James Welsh	1,531.76	Scott Remmey	1,344.28	James Murphy	1,196.07
Marion Magat	1,893.09	Robert Simmen	1,517.16	Brock Bode	1,343.18	Christopher Freter	1,195.55
Tilly Roebbeck	1,891.78	Christopher McFoy	1,516.09	Kirby Hilderman	1,342.42	Traci Omlor	1,193.18
Phillip Montano	1,887.93	Keith Litterst	1,506.64	Byron Scott	1,335.85	Anthony Fuller	1,188.89
Brian Welsh	1,885.92	Michael Weeder	1,503.85	Erickson Bencosme	1,328.24	Naera Pomare	1,183.47

World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
William Caraway	\$1,182.77	Melissa Hyland	\$1,039.43	Kenneth Greer	\$924.40	Timothy Raiford	\$838.85
Michael Mandella	1,182.48	Fernando Silva	1,037.42	Tyler Endicott	923.55	Jenae Aarons	837.37
Amy Snow	1,175.99	German Viviano	1,037.02	Rachel Bryson	919.08	Ashley McMurtry	833.29
Connie Cortright	1,174.15	Amy Kelley	1,034.69	Richard Cleveland	918.37	Robert Granzow	829.93
Sandra Linse	1,172.94	Agatha Safford	1,033.84	Landre Clark	917.36	Patrick Taylor	828.61
Matthew Ficarra	1,172.16	Bruce Viaje	1,033.08	Wayne Pearson	916.76	Mickenzie Linse	825.46
Odilia Goulart	1,170.03	Lemlem Zerayesus	1,031.96	Willetta Graves	916.20	Travis Brock	824.84
Robert Barnes	1,160.92	Josh Juggassar	1,030.60	Sheleen Brzozowski	914.44	Dewey Lewis	822.17
Bavon Sylvain	1,159.74	Christopher Rocco	1,028.65	Rodney Chaney	912.75	Rishi Shukla	820.40
Tarryn Fredericks	1,151.03	Joshua Goldstein	1,027.24	Alvin Hagens	912.39	Nichole Poirier	818.62
Larry Finch	1,150.24	Hank Gordon	1,026.74	Andre Fredericks	912.16	Nadine Reyes	816.96
William Parmeter	1,150.05	Francis Cawley	1,022.96	Michael Harris	909.75	Mark Akler	815.45
Jennifer Wehrle	1,148.58	Brandon Schwed	1,022.82	Kuinita Bilo	908.46	Troy Hill	810.62
Jamie Strahl	1,147.37	Rodney Barlow	1,022.56	Derek Golembeski	907.45	Jacqueline Kabluyen-Mitchell	810.52
Ronald Montalvo	1,146.09	Clovis Chan	1,022.37	Denise Ferguson	905.12	Lytoni Brown	809.80
Peter Kwiatkowski	1,143.49	Edward Harris	1,020.44	Lucky Faaitiiti	905.01	Kyle Milner	808.73
Christopher Reinarts	1,139.64	Nathan Champneys	1,016.03	John Twymon	902.78	Malcolm Redd	807.82
Clinton Burnette	1,135.62	Rosezita Niwha	1,014.62	Timothy Davis	901.76	Jennifer Mitchell	805.85
John Viar	1,135.62	Tuakeu Nelio	1,014.22	Josh Wheeler	899.82	Elizabeth McSweeney	801.54
David Saez	1,132.27	Anthony Balloutine	1,013.25	Daniel Crossley	896.78	Michael Yip	801.31
Jesse Matthews	1,126.61	Deanthony Hartman	1,007.26	Debra Hepp	894.77	Doris Aguilar	799.07
Robert Black	1,124.75	Juan Cordova	1,006.19	Bradley Gray	893.33	Joaquin Santos	798.68
Rob Speers	1,115.78	Danielson Winterstein	1,004.32	Carmelo DeCicco	893.00	Crystal Reeves	797.72
Felicity O'Halloran	1,110.20	Nicole Magill	997.55	Demetrius Franklin	892.24	Germaine Johnson	796.24
Jamison Weatherspoon	1,102.18	Shirley Young	997.02	Catherine Wilkie	891.62	Chena Blair	794.76
Krista Thieme	1,102.15	Lester Evans	996.84	Danira Madrigal	889.90	Vili Falefa	793.65
Justin Germany	1,099.45	Christopher Anene	996.61	Bobby Gujral	889.59	William Wilson	793.26
Javier Esquivel	1,096.96	Noelle Brown	995.10	Jessica Stambaugh	889.26	Fale Uisa	792.71
Dawn Selden	1,094.33	Faisal Kasuri	994.66	Mary Ann Gaelic	888.55	Emanita Pohahau	792.21
Otari Bater	1,094.24	Ramin Maghsoud	991.77	Lynn Parker	888.21	Adam Kahn	790.46
James Reilly	1,091.02	Tatjana Tikhonov	990.57	Samantha Lee	886.41	Jon Gillmore	789.70
Danylle Guerrero	1,087.14	Norman Lew	989.08	Charles Stolko	884.46	Tien Nguyen	789.29
Jerry Sullins	1,087.01	David Jackson	986.92	Gregory Hayman	884.37	Barbara Corigliano	789.28
Ben Halali	1,083.32	Patt Johnson	985.74	Amit Dogra	882.49	Stephen Plackis	786.52
Oscar Garcia	1,080.08	Melissa Losk	985.62	Thomas Collinsworth	881.41	Lisa Richardson	786.31
Danny Smith	1,079.87	Ashkan Faramarzi	985.60	Gerald Smyer	878.66	Matthew Turnquist	785.73
Russell Miller	1,079.51	Earnest Loveless	984.53	Diane Johnston	877.32	Evelyn VanHouten	784.56
Ellahe Vaziri	1,078.16	Robert Ford	982.83	Laureena Giorgi	873.04	Casey Cline	783.59
Gary Slocum	1,077.91	Kyle Garman	981.13	Linda Byas	872.71	George Fallowfield	781.42
Vatapuia Vavau	1,077.57	Jasmine Colon	980.29	Ricky Rice	872.70	Anthony Leggett	780.91
Timothy Cruise	1,077.22	John Reynolds	979.61	William Liles	872.46	Christopher M Williams	775.17
James Raymond	1,077.08	David Moir	974.52	Xu Jia	870.71	Autrina Shepherd	775.05
Jermaine Gunter	1,077.08	Duane Robertson	972.53	Traci Peterson	868.16	Amylee Johnston	774.33
Herivelto Pereira	1,074.95	Robin Hite	969.91	Bryan Brooks	866.66	Malorie Bartlett	773.12
Nathan Leininger	1,074.62	Joel Camacho	969.02	Sandy Jean	866.22	Ricardo Vera	772.67
Matthew Diulus	1,074.21	Amanda Hitchings	965.53	David Peebles	864.63	Gerald Mickie	771.16
Michael Quandt	1,074.01	Jacob Pokipala	964.44	Richard Coombs	862.18	Sean O'Reilly	767.83
Mike Hudnall	1,073.15	Philip Abramovitz	959.22	Peter Hudousek	862.04	Mark Bleier	766.29
Feroz Rahman	1,070.40	Sharon Brenner	955.48	Daniel Taurisani	861.21	Heather Hewitt	762.88
Thomas Tulowiczki	1,067.84	Richard Ronbeck	953.83	Jerrell Coats	859.27	Andrew Kolbeck	761.15
Michal Majewski	1,065.27	Ronald Rennich	948.52	Terra Sainas	856.72	Donald Wold	761.02
Silia Kuka	1,060.56	Samuel Peacock	947.94	Nicole Johnson	856.23	Michael Butts	757.50
Djenabou Diallo	1,059.06	Lynn Pell	946.98	Nicholas Maglieri	854.18	Tupulaga Fuaivaa	755.89
Keith Broadnax	1,057.62	Curtis Moreland	939.00	Timothy Bunfill	852.77	Karolina Brandys	755.75
Mike Thomas	1,055.71	Michael Scudder	933.62	Eboni Dunlap	851.81	Justin Haynes	755.28
Ying Vang	1,053.97	Preeti Sahgal	931.65	Lonnice Williams	848.75	Brian T Mitchell	752.87
Maria Lealialuloto	1,051.96	Nicole Royston	931.61	Michael Perkins	848.52	Byron Chapuis	749.65
Diane Stevenson	1,050.43	Joseph Lugo	931.43	Paul Lawson	847.61	Poshen Yang	748.80
Yadollah Pourjalali	1,048.80	Christopher Chovanec	930.95	Teri Vandegrift	843.53	Sharif Carter	748.66
Amosa Faamanu	1,045.36	Semi Halanukonuka	930.57	Candice Kemp	841.63	Astrel Antoine	746.36
Scott Smith	1,044.57	Gleb Ostrovsky	929.37	David Higa	841.41	Christopher Fernan	746.25
Danielle Riley	1,041.19	Matthew Girard	929.15	Jeffrey Bailey	840.64	Ericha Crawford	746.05
Michael Lucarelli	1,040.18	Jerry Marion	927.05	Brian Johns	840.05	Gregory Henderson	744.09

World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Thomas Reed	\$741.85	Larry Dowse	\$670.56	Kimberly Craig	\$604.29	Faiga Ene	\$532.67
Amy Weimer	741.65	Ashley Sevier	668.40	James Senior	603.96	George Balaban	531.45
Jordan West	741.02	Maria Paukoff	665.93	Alfred Taren	603.80	Benjamin Van Fossen	530.83
Craig Finnie	740.37	Tabita Neukirch	663.14	Maureen Feeney	602.13	Amie Greene	530.26
Megan Yanolatos	739.98	Sharon McKee	663.02	Steven Edgell	601.25	Garrett Graves	530.01
Harold Durana	737.67	Jarrod Turner	662.23	Emillaszio Klementis	599.45	Edward Sousis	529.12
Alia Aslam	734.72	Tiffany Ramsden	661.31	James Moland	596.85	Christopher Ammons	529.10
Rosemarie Mau	732.52	Rebecca McDowell	661.01	Marvel Coleman	596.12	Hasani Anderson	529.06
Wilma Bradford	731.35	Michael Nguyen	660.98	Brent Leathers	596.05	Monika Misipati	527.32
Stephen Laday	730.75	Sharif Grays	660.60	Arthur Harris	595.51	Manuel Ferreira	526.90
Angela Knox	729.37	Robert Harvey	659.12	Ryan Schreiber	595.42	Alisa Tuiletufuga	525.83
Casey O'Neil	728.07	Don Nash	658.68	Jennifer Holliday	595.29	Twanna Tucker	525.51
Andrea Barenholtz	725.34	Denise Duckett	658.47	Oleni Pasene	595.22	Jen Sage	524.20
Amelia Zeiger	725.23	Kimberly Riley	658.43	Victoria Almosara	594.88	Zachariah Lambert	523.57
Justin Leskow	724.50	Tammy Zagata	657.66	Michael Howell	594.40	Courtney Perito	522.90
Linda Jackson	722.29	Cheryl Rodriguez	655.16	Kiet Truong	592.59	Cara Lenard	522.11
Natesha McCoy	722.22	Rosita Faumui	652.07	Bubba Sosby	592.51	June Teo	520.29
Shannon McFarlane	721.49	John Cramer	650.03	Ramon Suarez	592.47	Andrew Haskins	519.88
Hensley Julius	718.93	William Charnow	649.14	Svetlana Astasheva	590.14	Beau Springer	519.83
Rolando Jacobs	717.66	Tyler Stansell	648.74	Matthew Hartman	586.50	Corey Brooks	519.33
Lina Lolo	717.17	Kris Wong	647.24	Robert Smith	585.40	Peter Athas	516.31
Jeremy Engrav	717.02	Alfred Brenner	647.17	Andrea Nichols	584.83	Thomas Davis	514.04
Benjamin Foti	716.92	Toni Morris	643.82	Jonathan McKay	584.63	Glyn Hurst	512.93
Anthony Aquino	715.39	Lora Worster	642.05	Rachel Arenas	584.33	Dustin Walker	511.63
Shelby Pamplin	714.95	Sujata Kapadia	641.54	Ryan Puvogel	584.29	Jason Thompson	510.89
Ronnie Williams	712.13	Debra Williams	639.09	London Burnett	582.65	Bartholomew Mazzariello	508.54
Daniel Sherman	710.64	Laura Abrams	638.70	Kevin Word	580.98	Ronald Starr	508.20
Sheila Ford	710.41	Mykola Sovtus	636.93	Peter Stay	577.25	Brian Wolchok	507.51
Byron Nakagawa	708.89	Richard Sprigg	636.92	Andrew Sheffield	576.87	Kathryn Geiss	507.13
Horace Johnson	708.88	Lota Luatua	635.15	DaVonna Quernemoen	574.15	Jose Lomeli	506.80
Tina Tauave	707.11	Jonathan Woelfle	635.10	David Steinhoff	572.35	Lee Jeffers	506.15
Maka Tonga	704.14	Kevin Miller	634.81	Rajeev Arora	572.26	Marisa Rodney	505.21
Ryan Ward	701.32	Jillian Manning	634.63	Arthur Claybon	571.13	Joseph Moore	504.48
Christopher Jordan	700.87	Mitchel Gale	634.08	James B Miller	570.64	Chad Turner	504.33
Marie Uisa	700.86	Shane Burns	633.67	Kristin Garramone-Hager	568.87	Matthew Merritt	504.17
Kelly Yingling	700.36	Stephen Landry	632.41	John Billingsley	568.86	Christopher Eickelmann	503.09
Antonio Woods	697.38	David Benamati	630.04	Gabriel Feldmann	566.65	Sylvie Mahe	502.44
Timothy Klatt	697.28	Michael Peters	629.92	Kevin Ishikane	564.33	Zalika Sterling	500.91
Nathan Osborn	697.14	Garrett Jones	629.73	Stephanie King	564.15	Lisa Wood	500.83
Jacob Moyer	696.66	Frederick Hyde	629.42	Jet Clark	563.87	Sina Polu	500.06
Michael Camara	695.60	Dustin Pollock	629.06	Justin R Smith	563.51	Paul Fordham	499.57
Nikki Crosby	695.37	Jacqueline McHugh	628.19	Boaz Arbel	556.20	Leone Tom-James	498.51
Dustin Dunlap	694.25	Gagandeep Klair	626.40	Craig Strompf	555.72	Adam Zlupko	496.03
Thomas Detienne	693.40	Lauren Hamrick	626.40	Angela Archie	555.23	Rebecca Sharpe	495.70
Marko Jankovic	692.20	Stephanie Kies	625.72	Roderick Dunn	554.78	Patricia Longenecker	493.96
William Zulauf	691.21	Gregory Myers	624.64	Jerry Moore	554.74	Gwendolyn Davis-Yancey	493.57
Tarah MacDonald	690.11	Tiffany Rovinski	623.26	Dustin Coulter	554.71	Troy Matson	493.54
Reynold Burrowes	689.98	Robert Bacon	621.64	Filipo Patau	554.15	Willon Charles	493.36
Cassandra Cyrius	689.62	Jacob Maughan	619.89	Brian Sundberg	553.80	Hilderguard Toleafoa	492.83
Mario Chavez	688.71	Janice Dixon	619.54	Tiffany Cummings	553.51	Erika Little	491.98
Lafi Papalii	688.64	Sheila Murphy	617.02	Dustin Klingebiel	552.46	Tracy Phan	491.86
Ryan Liddiard	688.62	Stephen Oleszkowicz	615.64	Heather Henderson	552.19	Tylie Newman	491.59
John Roterman	687.27	Nedelka McLean	614.92	Timothy Kieran	549.70	Aaron Haskins	491.15
Natalie Wagner	686.68	Ashley Atkinson	614.63	Jewmekia Morton	548.35	Juan Sanchez	489.05
Gabriel Manzo	685.83	Evan Wicklund	614.46	Bradley Little	546.96	Rockey Simmons	488.36
Lindsay Lyon	683.19	Olin Taylor	614.15	Lawrence Hauck	546.12	Adrian Moya	487.86
Lorraine Chaney	681.90	Rufus Cathey	612.62	Richard Callaghan	545.09	Jeremiah Morales	486.51
Timothy Syper	680.92	Derek Robb	612.08	Steven Janev	544.35	Summer Miller	486.44
Uputaua Muaiava	680.88	David Zintek	611.82	Tasha Tucker	541.65	Kenneth McDonald	484.43
Jeffory Churchfield	675.54	Aaron Bullard	610.54	Earle Harris	538.10	Raquel Ellis	484.38
Roxanna Bernal	675.06	Lamine Diakhate	610.47	Jason Oliver	537.21	Anthony Gerald	483.22
Scott Florin	673.27	Chinda Vongkhampha	608.94	Damien Long	534.51	Dmitriy Kagan	481.80
Ying kai Ma	672.46	Jesse Jardine	604.33	Richard Nypower	533.55	Chris Richmond	481.65

World's Greatest Bonus

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Todd O'Neill	\$481.00	Derron Alexander	\$436.02	Andre Bishop	\$394.70	Kevin Rendon	\$350.79
Kenji Leonard	480.89	Daniel Burgess	435.62	Troy Skipper	393.80	Jason Anderson	350.67
Herman Lewis	480.36	David Taylor	435.56	Billy Glass	392.86	Christen Coppola	349.41
David Beard	479.56	Joseph Opulski	434.77	Corby Jespersen	392.60	Daniel Vermillion	347.67
Alan Laabs	479.30	Daynen Kapler	434.75	Melissa Schroeder	391.95	Jonathan Chu	347.43
Michelle Samuel	478.23	Yvonne Zarathustra	433.71	Alesia Creason	391.30	Charles Coffee	346.52
Zac Dajos	476.84	Karen McQuoid	432.91	Keri Striker	391.15	Gissell Rios	345.26
Casey Kunash	476.43	Sherry Rubio	431.57	Christopher Calogero	389.86	Craig Baxter	345.24
Samvel Tigranyan	476.03	Jeffery Clark	430.23	Abdul-Kareem Kotun	389.69	Tina Glenn	344.73
Filipo Havili	475.87	Ryan Leong	430.08	Timothy Watson	389.57	Richard Sanford	344.48
Alex Newport	475.84	Jose Harb	429.46	Irma Garate	387.97	Patrice Wise	342.88
Lavell Maize	475.26	Robert Chobor	426.93	Joshua Silvers	387.66	Marcus Howard	342.74
Tutoatasi Pale	473.24	Nguyen Mai	425.91	Norbert Owusu	384.31	Ryan O'Donnell	342.62
Michael Yoxtheimer	472.38	Naron Pollard	424.48	Eric Trautman	383.91	Nanette Clay	342.35
Courtney Rogers	471.56	Clement Ideozu	424.38	Maurice Williams	382.87	Lisa Lipman	342.28
Robert Fredericks	471.46	Victor Rodos	424.24	Richard Patray	382.47	David Boltz	342.12
Frank Cousins	471.33	Maryam Rahmani	424.05	Christopher Newman	381.56	Rodney Penny	340.97
Mark Gorman	470.38	Tian Luo	421.99	Elizabeth Pratt	381.50	Anthony Crosby	340.08
Reynaldo Singson	470.00	Lawrence Schmidt	420.81	Robert Byrnes	381.46	Charlie Warren	339.76
Preston Turner	469.00	Michael Brown	420.78	Nguyen Nguyen	380.48	George Cunningham	339.72
Eddie Ruiz	461.88	Justin LaParl	420.22	Igor Slobodyan	380.09	Andrew Stinnett	339.39
Antron Adkison	461.88	Oscar Hance	420.09	Ronald Lawrence	378.55	Nicholas Zangardi	339.33
Jessidiah Beman	461.84	Michael Easley	419.15	Shongaiia Robinson	378.28	Joel Neiryneck-Coon	337.11
Michael Brawner	461.77	Sanele Lafaele	416.77	Haoyu Xu	377.94	Elizabeth Cruz-Salas	336.25
Barry Ray	461.56	Nathaneil Downs	416.75	Tracey MacDonald	376.94	Johnathan Virgil	335.27
David Thornton	461.08	Faasasalu Nanai	416.32	Nicholas Collins	376.25	Kenneth Cordes	335.24
Steven Lucero	460.89	James Palmes	416.20	Stephanie Grzechowiak	376.01	Eric Eun	333.77
Nichole Teta	460.81	Jerome Hill	415.84	Nathan Kanae	375.77	Marina Balayan	333.60
Elizabeth Montgomery	460.39	Robyn Stewart	414.97	Taneshia Solomon	375.53	Brent Cunliffe	330.04
Daniel Gereaux	459.90	William Gordon	414.55	Joseph Hyche	375.28	Patrick Knight	329.59
Darren Wolf	459.20	Evelyn Nkwenti	413.87	John Madak	375.28	Alfredo Verdin	329.37
Billy Wilder	458.83	Anthony Mele	413.76	Edward Corbett	373.81	Angela Robidoux	328.37
Lee van Delft	458.32	Amanda Sines	412.78	Jessica Smith	373.42	Heather Hinman	328.32
Matt Moore	458.26	Lori Ivey	412.57	Gordon Davies	373.32	Jeremy Harbin	327.57
Bryce Pollock	457.66	Kristina Ring	411.82	Niueperiti Lesatele	372.73	Roy Skinner	327.56
Jimmy Rediker	456.88	George Lahamedjian	411.65	Myron Bea	372.09	Elena Masci	327.02
Joshua Champneys	454.79	Demetria Holmes	411.50	Maxine Moody	372.02	Jesse Oliver	325.99
Michael Oliva	453.82	Michael Platt	411.35	Robert Stott	371.16	Brook Meeks	325.11
Willie Hayden	453.32	Adian Prince	411.29	David Urtado-Hernandez	368.78	Jayne Herrick	324.77
Brandon Belisle-LaMoureux	452.85	Stephen Buckshot	410.72	Cortland Golightly	368.26	Jesse Atatai	324.40
Nicholas Patterson	452.80	Cheryl McLean	407.47	Gregory Easley	368.23	Roger Neal	324.03
Christopher Nablo	452.26	Derrick Sehein	406.73	Jay Newsome	367.38	Mark Graham	323.59
Azikiwe Johnson	450.51	Jermaine Scott	406.56	Aric Lopez	365.23	Renee Zeller	322.66
Natalie Soboleva	449.75	Dennis Keplinger	406.44	Steven Haberman	364.01	Curt Snow	321.90
Michael Schumacher	449.37	Aaron M Jones	405.46	Candace Engelson	361.66	Brandon Braun	321.16
Curt Bauke	449.07	Anthony Kachelmeier	405.30	John Ertel	361.15	Joseph Schroeder	319.53
Fay Samitioata	448.48	Sylvia Muller	405.11	Kyriacos Davis	360.28	David Kellebrew	317.21
Vladimir Moskovenko	448.21	Catherine Mattes	404.80	Adam Avalos	359.56	Kristyn Shaner	316.04
Jack Yiu	448.02	Timothy Nolan	404.55	Wendy McBride	359.35	Fatimazohra Ouardani	315.98
Jeff Lamar	446.27	Jonathan Leighton	403.86	Jan Walters	358.91	Evan Holzhauser	315.77
Stephen Archer	446.20	Akmaya Kakajanova	403.24	Amy Adams-Fuqua	358.33	April Rodenborn	315.60
Christopher Banks	445.44	Gerald Thompson	402.58	Taina Agaimalo	358.13	Robert Kempner	314.69
Sean Hanson	445.44	Jerry Hussey	401.40	Angeles Ordas	357.94	Philip Stokes	314.12
Craig McKinney	443.55	Paul Boutwell	401.00	Aghayni Nazarian	357.77	Simon Rolland	313.45
Thomas Baeurich	440.05	Rasheed Galloway	400.84	Sara Gilley	356.08	Jeremy Welch	312.86
Joseph Lasalle	439.34	Xzavier Gaines	400.43	Jonathan Tomko	355.99	Jandar Naloev	312.80
Sautia Maluofenua	439.22	Royland Walker	399.75	Alisha Taylor	353.92	Oscar Urrutia	309.76
Justin Aliff	439.19	Michael Schneider	398.94	Oshea Davis	353.44	Travis Price	308.50
Walter Osmond	437.93	Dennis Titcombe	398.87	Meagan Vasquez	353.40	Bizan Diago	307.28
Ryan Neel	437.55	John Passi	398.85	Jonathon Bailey	352.96	Seth Raymond	306.51
Tasha Schaar	437.50	Alex Grakhov	397.84	William Heath	352.08	Stephanie Poe	306.50
John Schultz	436.70	Ruben Fuentes	396.46	Nicholas Davis	351.55	John Devries	306.30
Steve Nwagbo	436.14	Olga Tsymbal	395.45	Ariel Sanchez	350.82	Judy Rodriguez	305.96

World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Christina Smith	\$304.64	Timothy Dawe	\$275.03	Frederick Martsof	\$243.51	Kelsey Baran	\$220.22
Benjamin Mancillas	304.40	Marilyn Monette	274.75	Alicia Booker	243.33	Asenaca Chute	220.05
Harvey Dixon	304.19	Frank Carta	274.52	Anthony Mutter	243.12	Svetlana Belkina	219.79
Ralston Holingsworth	303.96	Lawrence Broniszewski	273.83	Mitchell Anderson	241.89	Robert LaBrec	219.13
Amanda Stoebe	303.53	James Piazza	273.55	Mitchell Look	241.89	Grover Bond	218.76
Manuel Gogolin	301.84	Cynthia Wilwayco	273.43	Nicholas Fantozz	241.87	Alexander DiMauro	218.70
Keith Green	300.81	Cheryl Molenda	273.37	Earl de la Mothe	240.60	Jason Reed	218.08
Sheila Sand	300.77	Richard Rosinski	273.25	Pauline Ruff	239.92	David R Miller	217.74
Andrew Brinkmeyer	300.56	Zulfikar Bhukera	272.91	Corey Neff	239.89	John Shultz	217.66
Hisham Masri	300.41	Ryan Edwards	272.88	Jendayi Wilson	239.62	Jaythan Turner	217.16
Faamele Epati	297.68	Joseph Alesi	272.75	Roy Chong	239.42	Elias Brown	217.01
Matthew Lukesh	297.19	Richard Lee	272.61	Kathryn Parker	238.91	Robert Karetny	216.96
Nellie Johnson	296.76	Bernardo Lopez	272.41	Roldin Marcello	238.04	Michael Rawlinson	216.73
Joshua Swogger	296.26	Kelly Smith	272.03	Daniel Lopilato	237.95	Sarah Berquam	216.63
Donna Archibald	295.59	Carmen Galliano	271.89	Christopher Manzelli	236.65	William Massenburg	216.29
Ryan Teasdale	295.16	Eugene Garcia	270.34	Gabriel Hough	236.50	Kevin Fink	216.23
Jeffrey Nava	294.39	Luke Abler	269.68	Carla Franklin	235.78	John Roma	215.94
Paramjit Sangha	293.70	Gina Kolo	269.38	Lorena Barriere	234.94	Jason Albertz	215.53
Richard Woodly	293.32	Gary Smith	268.36	Nicole Johns	233.66	Christian Clark	214.82
Keith Gebhart	293.30	Kendra Couper	267.44	Christopher Wollmuth	233.31	Margaret Roberts	214.67
Brian Willis	293.25	Wander Lima	267.29	Kevin Davis	232.62	Kerrienne Weaver-Kohl	214.46
Keylin Urena	292.02	LaDawn Meador	266.95	Heather Crawley	232.42	Deborah Pan	213.64
Stefan Friedman-Gerlics	290.60	Ernestine Rush	266.90	Robin Moseley	232.35	Kevin Reynolds	212.77
Jake Yaggian	289.53	Anita Ferris	266.27	Amanda Niss	232.05	Amanda Wolfgang	211.99
Quisha Castro-Lopez	289.26	Jonathan Howard	264.88	Shirley Post	231.32	Niurka de Armas-Duran	211.72
Joe Marino	289.19	Ariana Jones	264.51	Grant Stampfli	231.30	Lacey Thomas	211.06
Scott R Davis	288.29	Koshin Egal	263.86	Daniel Ellis	231.19	Joel Jaquay	210.85
Lleison Martinez	288.22	Florence Eli	263.55	Michael Bueti	230.97	Herlene-Grace de O'Campo	210.75
Christopher Keller	288.12	Maxwell Sinard	263.11	Umuti Kenese	230.81	Austin Hyden	209.25
German Contreras	287.24	Justin Sally	262.89	Pauline Ogden	230.47	Allen Beerman	209.12
Diego Acosta	287.00	Kelvin Chu	262.68	Todd Bornstein	230.34	Nicholas Elcock	208.93
Candice Smith	286.79	Ralph McDonald	261.82	Donna Deason	230.25	Arnold Iacoviello	207.73
Michelle Hoffman	286.71	Joshua Friel	260.41	Patrick Willrodt	229.83	Holly Cook	206.90
Audrey DeLoach	286.67	Eddie Southgate	259.04	Jeffrey Kay	229.63	Adeline Geffrard	206.65
Matt Nungesser	286.05	Jantje Zaal	258.96	Bryan Peters	229.50	Karen Sessing	206.19
Ruth Hudson	285.77	Theresa Setefano	258.94	Michael Blain-Rozgay	229.17	Nathaniel Mueller	205.97
Daniel Shaw	285.34	Kristen Fitzhugh	258.12	Ross Neale	229.16	Michael Kyatt	205.39
Christopher Yeung	284.91	Daniel Walton	258.06	John Smith	228.95	Ryan Dagg	204.72
Hanna Gardner	283.94	Karen Leichte	258.05	Robert Cline	228.82	Ralph Clark	204.50
Krystle Kaiser	283.53	Ropeta Tavete-Mavaega	257.56	Allison Bankowski	228.43	Arash Eshaghian	203.55
Marchon Tatmon	283.18	Robert Tierney	257.47	Jordan Scott	228.35	Marquitta Snipe	203.48
Mara Ferlisi	282.66	Christina Guerrero	256.58	Amanda Jenkyns	228.01	Gordon Biggums	203.04
Glenda Lloyd	281.98	Adam Herman	256.35	Anthony Robinson	227.68	Cedric Moore	202.32
Matthew Nereng	281.96	Jesse Dailey	255.87	James Adams	227.60	Toma Lemalu	201.99
Vaauafao Robertson	281.74	Ricky Nail	254.91	Candice Rezzo	227.33	Shawn Chambers	201.69
James Humphreys	281.65	John Gore	254.08	Allan Gilbert	227.27	Steve Colbert	201.68
Randy Cadiz	281.48	Yenni Le	253.02	Michael Bague	226.90	Akesa Lia	201.44
Herbert Adams	281.39	Stephen Macharia	251.28	Gregory McMeckan	226.51	Ivanna Rivera	201.36
Tiresa Faalogo	281.36	Richard Davis	250.72	Juan Cardona	224.06	Charles Wachuku	201.32
Sam LeMay	281.17	Carleen Gayle	249.87	Jason Allen	223.81	Jennifer Hill	201.17
Felix Berger	279.74	Alex Hernandez	249.54	Matthew Romag	223.80	Tyrone Conard Jr.	201.00
Donald Hill	279.71	Russell Whatman	249.12	John Akers	223.66	Corwin Bruaw	200.97
Marcella Silva	278.34	Sandra Cortes	248.94	Christopher Matthews	223.20	Yesenia Pineda	200.64
Traci Anderson	277.96	Clinton Jones	248.60	Christopher Pekar	222.94	Seini Mafi	200.60
Doyce Mathis	277.75	Mona Balidemaj	247.39	Douglas Zigby	222.92	Jaiveer Gohil	200.00
Daniel L. Smith	277.58	William Henley	246.91	Celina Villarreal	222.90		
Ricky Newborne	277.06	David Saba	246.36	Elena Espinosa-Weeks	222.78		
Samantha Kolb	276.83	Bridget Smith	245.56	Brian Bradshaw	222.03		
Matthew Cartwright	276.81	Juanita Fussell	245.24	Tiffany Hepner	221.91		
Robert Reynolds	276.60	Frederick Stortecy	244.35	David Gombkoto	221.82		
Dorett Thomas	275.68	Patrick Deane	244.24	Joel Smith	221.56		
Zura Zizov	275.61	New Togiakona	243.68	Faisal Bujazia	220.72		
Susan Penner	275.12	Joseph Quintons	243.54	Guadalupe Valdez	220.56		

Reinstatement Bonus

Total: \$24,428.65

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Sami Mogannam	\$3,696.51	Roderick Dunn	\$520.02	Sonia Marin	\$328.81	David Ackerman	\$224.31
Debra Bell	1,956.83	Patrice Wise	467.54	Yvonne Zarathustra	322.83	Maryna Danielian	221.22
Lance Martin	1,272.18	Heidy Morataya	410.04	Samantha Chui	315.00	Bruce Goudy	212.16
Scott Patterson	951.18	Sarah Quint	403.89	David Urtado-Hernandez	302.31	Richard Blake	202.23
Arthur Westergren	888.42	Daniel Potilechio	388.32	Rene LeBlanc	290.55	Salvatore Giacchi	200.70
Peter Kaplanis	773.02	Ryan Kendl	365.25	Keith Hadayia	280.80		
Consuelo Dominguez	726.72	Ronald Friedlander	352.83	Debbie Romero	277.68		
Keith Broadnax	683.85	Andrew Gursky	352.65	James Larkin	276.36		
Frank Kolligian	608.22	Stephen Liberto	352.63	Javier Esquivel	268.65		
Carlo Bonifazi	574.71	LeTonya Grissett	350.07	Magda Figueiredo	262.36		
John Bulecza	564.81	Mitchell Look	349.85	Ryan Tucker	255.87		
John Charlton	555.09	Olin Taylor	348.66	Norbert Medina	253.32		
Benton Tong	542.25	Erin Moyer	339.24	Lily Tchen	242.76		
Alan Weissen	524.61	Rigoberto Pedroza	338.01	Rosa Ngolo-Grubb	234.03		

*All qualifiers listed achieved at least \$200 in bonus totals